MeNATIONAL UNDERWRITER

An Interesting Historical Document for Insurance Men

• Fifty years ago, the world's pioneer in liability insurance, The Employers' Liability Assurance Corporation, Limited, wrote the first liability policy ever written in the United States. The exact date is a bit later in the year. Meanwhile we are having reproduced, as an interesting historical document for insurance men, that first liability policy which naturally differs considerably from those contracts you sell today.

It is our wish that every insurance agent and broker, every employee connected with any casualty insurance office, who feels that he or she would be interested in owning a copy of this facsimile of the first liability policy written in the United States, should receive a copy. We wish to be able to estimate as accurately as possible just how many copies to print.

Will you please cooperate with us?

Please write, on your business stationery, to the following address or if you prefer, telephone to the nearest Branch Office and they will record your request.

The Employers' Liability Assurance Corp., Ltd.

United States Branch, 110 Milk Street, Boston





And your assureds will be out too - unless you have provided them with Rent or Rental Value Insurance along with their fire policy.

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America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY AMERICAN EAGLE FIRE INSURANCE COMPANY FIDELITY-PHENIX FIRE INSURANCE COMPANY FIRST AMERICAN FIRE INSURANCE COMPANY

Eighty Maiden Lane,



and Indem

Group NIAGARA FIRE INSURANCE COMPANY MARYLAND INSURANCE COMPANY OF DELAWARE THE FIDELITY AND CASUALTY COMPANY
ERNEST STURM, Chairman of the Boards
BERNARD M. CULVER, President

New York, N.Y.

NEW YORK

CHICAGO

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ATLANTA

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THE NATIONAL UNDERWRITER. Published weekly (with one additional issue in April) by The National Underwriter Company. Office of publication, 175 W. Jackson Blvd., Chicago, Ill, Fortieth year. No. 14. Thursday, April 2. 1936. \$4.00 a year, 20 cents per copy. Entered as second class matter, April 25, 1931, at post office at Chicago, Ill., under act of March 3, 1879.

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III.

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Organized 1875

ACCIDENT AND CASUALTY INSURANCE COMPANY OF WINTERTHUR, SWITZERLAND

111 JOHN STREET NEW YORK

United States Branch

Statement January 22, 1936

ASSETS

U. S. Treasury B	ond	s an	d	Note	s.					£1.390,291.54
Other Bonds .										484,505.00
Stocks								•		137,543.87
Accrued Interest					•	٠	٠		0	16,519.07
Cash in Banks .					٠	۰	×			1,037,080.82
									\$3	3,065,940.30

All Securities taken at Market Value January 22, 1936.

LIABILITIES

Voluntary Contingency Reserve		\$ 565,940.30
Statutory Deposit, New York	•	850,000.00
Net Surplus above Deposit .		1,650,000.00
Surplus to Policy Holders .		2,500,000.00

NEAL BASSETT

\$3,065,940.30

United States Manager

111 JOHN STREET, NEW YORK





The National Underwriter

Fortieth Year-No. 14

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, APRIL 2, 1936

\$4.00 Per Year, 20 Cents a Copy

Dauwalter Heads New Enterprise

Royal-L. & L. & G. Official Will Have Charge of the Joint Movement

M. W. MAYS TO ASSIST

Agents and Companies Unite in Effort to Advance Cause of Stock Insurance

NEW YORK, April 1.-F. S. Dauwalter has been appointed director of the recently formed company-agency stock fire insurance office for business development with Milton W. Mays as assistant. Commenting upon the appointments P. L. Haid, president of the Insurance Executives Association, said: "While the project of an office for business development has been under consideration for some time, the opening of the office has been deferred, pending the selection of persons well qualified to direct its activities. Mr. Dauwalter apdirect its activities. Mr. Dauwalter appears eminently qualified by reason of his training and broad experience, his proved ability as a producer, and his aptitude for work of an educational nature, and Mr. Mays should prove an able assistant to him.

Has Had Valuable Experience

"In the service of the Royal-Liverpool companies, Mr. Dauwalter has engaged with conspicuous success in work similar to that contemplated by the new office, and his work in the field has received the strong endorsement of the field men and the local agents with whom he has cooperated. Through the demonstration of his abilities, Mr. Dau-walter had acquired a high and secure official rank with the Royal-Liverpool groups, and he leaves the service of those companies with the esteem of his associates. In generously consenting to his release, United States Manager Har-old Warner has rendered signal service to the stock companies supporting this

Mr. Dauwalter's Career

Mr. Dauwalter started in the fire business as a local agent in Boonville, Mo., in 1915. He was appointed special agent for the farm department of the Fidelity-Phenix in Missouri, remaining in that capacity until Jan. 1, 1920, when he was called to Chicago to become executive special agent. In April, 1924, he was appointed superintendent of the farm department of the Liverpool & London & Globe, and in 1931 was made special agent in the general cover department of the Royal-Liverpool groups, covering the large territory of the middle west. In October, 1934, he was named assistant manager in the western department ant manager in the western department of the associated companies.

Mr. Mays devoted several years to (CONTINUED ON PAGE 26)

Reinsurance Cessions of 25 Prominent Fire Companies

ALBANY, April 1.-Reinsurance cessions of some of the principal companies reporting to the New York department are shown in the following tabulation. The analysis for each company shows only cessions of \$25,000 or more but the total for each ceding company includes all cessions of whatever size. The figures are for reinsurance in force as of Dec. 31, 1935. Companies doing exclusively a reinsurance business are shown in capitals. Company names are abbreviated to save space and the last three digits are omitted. The companies shown are those that had over \$5,000,000

shown are those that had over \$5,000,000 premiums last year.

Three types of reinsurance cessions are possible for direct-writing companies licensed in New York: (1) to companies licensed here; (2) to companies not licensed but which are authorized by the department to accept reinsurance; and (3) companies which are neither licensed nor authorized. Little reinsurance is ceded to companies in the second group and cessions to unauthorized and unlicensed insurers are a relatively small proportion of the total volume ceded. In the following table no indication has the following table no indication has been made as to which of the three groups reinsurance is ceded to.

Actna Fire—Am., 26; Auto., 38; Boston, 31; Cont., 37; Fire Fund, 35; Gr. Am., 46; Hdd., 62; Home, 49; N. A., 70; Lloyds, 490; Natl., 47; N. B. & M., 25; Nor. Un., 31; Phoenix, Htfd., 34; Piedmont, 52; PpILOT, 180; Royal, 42; Sec., Conn., 72; Spgfid., 48; World, 255. Total in auth. reinsurers, \$1,791,388; total in unauth., \$497,469.

mauth., \$65,477.

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Continental — Aetna, 75: Agric., 32; Am., 40; Am. Eagle, 33; Atlas. 31; Auto., 32: Com. Un., Eng., 41; Fidel.-Ph., 459; Fire Fund, 63; First Am., 134; Glens Falls, 38; Gr. Am., 32: Htfd., 98; Home, 113; L. & L. & G., 27; Natl., 98; Mont. Lib., 30; Niag., 234; N. A., 79; N. B. & M., 59; Phnx., Conn., 30; Royal, 108; St. Paul., 27; Spfid., 44; Sun, 28; Trav., 28; Re Cl. Hse., 254. Total in auth. reins., \$3,159,432; total in unauth., \$18,785.

Fidelity-Phenix—Aetna, 26; Am., 28; Cont., 208; Gr. Am., 46; Natl., 35; Niag., 136; Royal, 38; Re Cl. Hse., 172. Total in auth. reins., \$1,506,482; total in unauth., \$15,944.

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*Fire Association—Agric., 28; Am., 39; Camden, 28; Lumber., 2,246; No. Riv., 36; Phila. F. & M., 70; Phil. Natl., 934; Reliance, 1,937; Royal Ex., 37; Tokio, 51; U. S., 59; Westens., 78; Western, Can., 27. Total in auth. reins., \$6,103,794.

*Fireman's Fund—Aetna, 91; Agric., 136; Am., 96; Boston, 103; Camden, 74; Cont., 80; Eagle Star, 25; Employers, 25; Fid-phnx., 151; Glens Falls, 92; Gr. Am., 41; Htfd., 43; Home, 29; N. A., 128; Lloyds, 291; New Hamp., 58; N. B. & M., 34; Occidental, 193; Phoenix, Htfd., 85; Prov. Wash., 109; PRUDENTIAL, 304; ROSSIA, 425; Royal, 44; St. Paul, 69;

Sec., Conn., 65; SWISS RE., 303; Un. of Canton, 116; Westches., 97. Total in auth. reins., \$4,038,955; total in unauth., \$291,448.

* * *

Firemens—Concordia, 2,898; Fire Fund, 35; Girard, 2,864; Mechanics, 1,089; Milwaukee Mech., 7,459; Natl. Ben Fr., 2,882; ROSSIA, 303; Superior, 2,506; SWISS RE, 1,901; West. Sp. Risk, 125. Total reinsurance, \$22,290,139.

* * *

Glens Fulls—Agric., 96; Commerce, 202; Farmers of York, 47; foreign companies, 175; South Car., 51; Am. Re. Ex.. 229; Re. Cl. Hse., 743; Total in auth. reins.. \$1,826,660; total in unauth., \$183,002.

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Great American—Aetna, 75; Am., 89;
Am. All., 3,662; C. T. Bowring, 50; Commonwealth, 28; Cont., 77; County, 824;
Det. F. & M., 1,56; Fid.-Phnx., 33; Fire.
Fund, 61; Hanover, 39; Htfd., 82; Home,
40; N. A., 88; Mass. F. & M., 824; Natl.,
29; Nat. Union, 39; New Hamp., 29; N. B.
& M., 50; Northern, Eng., 25; Phnx.,
Conn., 391; Prov. Wash., 74; Roch. Am.,
1,556; Royal, 66; St. Paul, 34; Spgfid.,
306; Am. Re. Ex., 570. Total in auth.
reins., \$11,305,976; total in unauth.,
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Twentieth Annual Auto Issue Off Press April 10

The 20th annual issue of The National Underwriter's Automo-bile Number will be published April 10. In addition to practical sales articles and illustrations, it will contain a complete statistical review of the automobile experi-ence in 1935 for all classes of companies. This is one publication that every insurance man should have. Subscribers will receive cop-ies free. Non-subscribers can get copies by mailing the enclosed sub-scription card in this week. Extra copies can be secured at a cost of 25 cents each in lots of less than 100. Prices on larger quantities are given in the order blank on Page 12. Orders for large quantities of extra copies must reach Chicago by April 7.

Robertson at Helm as Tuttle Retires

Western General Manager of North America Is Believed in Bad Health

OTHER CHANGES MADE

New Head Was Assistant to President -Stockton Rush to Philadelphia-Robinson Marine Manager

President Benjamin Rush of the North America announces this week that C. R. Tuttle is retiring as general manager of the western department and is succeeded by W. P. Robertson, who has been assistant to the president, located in Chicago.

Mr. Tuttle's health has been poor for the last year or so. Just recently he went to Pasadena for the rest of the winter and complications developed which necessitated that he be taken to a hospital there. John O. Platt, vice-president of the North America, went to California to visit Mr. Tuttle and is there now.

Has Large Acquaintance

Mr. Robertson has an especially extensive acquaintance in the business. Since 1930 he has had the title of assistant to the president and his work has been largely in public relations, attending conventions and keeping in touch with broad developments affecting the business. He joined the North America in 1922 as manager of the Alliance and assistant manager of the western de-

W. H. Riker continues as manager of the fire department.

Stockton Rush Transferred

Stockton Rush, son of President Rush, who was last week elected assistant secretary of the company, is being trans-ferred from Chicago to the head office in Philadelphia where he will be connected Philadelphia where he was be with the marine department. In Chicago he was assistant manager in charge husiness. R. V. of the inland marine business. R. V. Robinson, who has been an associate manager of the marine department at Chicago, in charge of lake marine and ocean business, now becomes head of all the marine activities in Chicago.

L. J. Braddock becomes associate manager in charge of office administration. His duties remain about the same.

If Mr. Tuttle's health recovers sufficiently he will act as consultant to the

head office.

H. A. Miller retires as associate man-

ager.
Mr. Tuttle was born March 22, 1867, at Fulton, Mo. He became special agent of the Home of New York in 1886 in Missouri, resigning in 1891 to become field man for the Continental in that state. He was one of the leading figures in Missouri territory. He was (CONTINUED ON PAGE 13)





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Surplus to Policy Holders .				•	•	5	2,500,000.00
					\$	3.0	065,940.30

NEAL BASSETT

United States Manager

111 JOHN STREET, NEW YORK





The National Underwriter

WEEKLY NEWSPAPER OF INSURANCE

Fortieth Year-No. 14

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"In the service of the Royal-Liverpool companies, Mr. Dauwalter has engaged with conspicuous success in work similar to that contemplated by the new office, and his work in the field has received the strong endorsement of the field men and the local agents with whom he has cooperated. Through the demonstration of his abilities, Mr. Dauwalter had acquired a high and secure official rank with the Royal-Liverpool groups, and he leaves the service of those companies with the esteem of his associates. In generously consenting to his release, United States Manager Har-old Warner has rendered signal service to the stock companies supporting this enterprise."

Mr. Danwalter's Career

Mr. Dauwalter started in the fire business as a local agent in Boonville, Mo., in 1915. He was appointed special agent for the farm department of the Fidelity-Phenix in Missouri, remaining in that capacity until Jan. 1, 1920, when he was called to Chicago to become executive special agent. In April, 1924, he was appointed superintendent of the farm department of the Liverned 8, Levice 8 partment of the Liverpool & London & Globe, and in 1931 was made special Globe, and in 1931 was made special agent in the general cover department of the Royal-Liverpool groups, covering the large territory of the middle west. In October, 1934, he was named assistant manager in the western department of the associated companies.

Mr. Mays devoted several years to (CONTINUED ON PAGE 26)

Reinsurance Cessions of 25 Prominent Fire Companies

ALBANY, April 1.—Reinsurance cessions of some of the principal companies reporting to the New York department are shown in the following tabulation. The analysis for each company shows only cessions of \$25,000 or more but the total for each ceding company includes all cessions of whatever size. The fig-ures are for reinsurance in force as of Dec. 31, 1935. Companies doing exclusively a reinsurance business are shown in capitals. Company names are abbreviated to save space and the last three digits are omitted. The companies shown are those that had over \$5,000,000 premiums last year.

Three types of reinsurance cessions are possible for direct-writing companies licensed in New York. (1) to companies

licensed in New York: (1) to companies licensed here; (2) to companies not licensed but which are authorized by the department to accept reinsurance; and (3) companies which are neither licensed nor authorized. Little reinsurance is ceded to companies in the second group and cessions to unauthorized and unli-censed insurers are a relatively small proportion of the total volume ceded. In the following table no indication has been made as to which of the three groups reinsurance is ceded to.

* * * *

Actna Fire—Am., 26; Auto., 38; Boston, 31; Cont., 37; Fire Fund, 35; Gr. Am., 46; Hdd., 62; Home, 49; N. A., 70; Lloyds, 490; Natl., 47; N. B. & M., 25; Nor. Un., 31; Phoenix, Htfd., 34; Piedmont, 52; PILOT, 180; Royal, 42; Sec., Conn., 72; Spgfid., 48; World, 285. Total in auth. reinsurers, \$1,791,388; total in unauth., \$497,469.

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American—Columbia, O., 866; Dixie,
471; Fire Assn., 345; Firemen's, 325;
Hanover, 42; Home, 341; N. A., 342; INTERNATIONAL, 39; Lloyds, 58; Natl.,
330; Reliable, 31; Roch. Am., 47; St. Paul,
32; SWISS RE., 376; Westches, 27; Am.
Reins. Ex., 357; Reins. Cl. Hse, 1,207.
Total in auth. reinsurers, \$5,683,472;
total in unauth., \$204,355.

* * *

Automobile — Aetna, 83; Am. Reserve,
36; Boston, 78; Cont., 2,331; Fid.-Ph.,
1,944; Hfd., 309; Home, 38; N. A., 58;
London Underwriters, 65; N. B. & M., 29;
Stand., Hfd., 1,029; Aetna Cas., 578, Total
in auth. reinsurers, \$7,003,544; total in
unauth., \$65,477.

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Continental—Aetna, 75; Agric., 32;
Am., 40; Am. Eagle, 33; Atlas. 31; Auto.,
32; Com. Un., Eng., 41; Fidel.-Ph., 459;
Fire Fund, 63; First Am., 134; Glens
Falls, 38; Gr. Am., 32; Htfd., 98; Home,
113; L. & L. & G., 37; Natl., 98; Natl.
Lib., 30; Niag., 234; N. A., 79; N. B. &
M., 59; Phnx., Conn., 30; Royal, 108; St.
Paul. 27; Spfid., 44; Sun, 28; Trav., 28;
Re Cl. Hse., 254. Total in auth. reins.,
\$3,159,432; total in unauth., \$18,785.

\$3,159,432; total in unauth., \$18,785.

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Fidelity-Phenix — Aetna, 26; Am., 28; Cont., 208; Gr. Am., 46; Htfd., 34; Home, 36; N. A., 46; Natl., 35; Niag., 136; Royal, 38; Re. Cl. Hse., 172. Total in auth. reins., \$1,506,482; total in unauth., \$15,944.

* * *

Fire Association—Agric., 28; Am., 39; Camden, 28; Lumber., 2,246; No. Riv., 36; Phila. F. & M., 70; Phil. Natl., 934; Re-liance, 1,937; Royal Ex., 37; Tokio, 51; U. S., 59; Westches., 78; Western, Can., 27. Total in auth. reins., \$6,103,794.

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Fireman's Fund—Actna. 91; Agric.

* * * *
Fireman's Fund—Aetna, 91; Agric, 136; Am., 96; Boston, 103; Camden, 74; Cont., 80; Eagle Star, 25; Employers, 25; Fid-Phnx., 151; Glens Falls, 92; Gr. Am., 41; Httd., 43; Home, 29; N. A., 128; Lloyds, 291; New Hamp., 58; N. B. & M., 34; Occidental, 193; Phoenix, Httd., 85; Prov. Wash., 109; PRUDENTIAL, 304; ROSSIA, 425; Royal, 44; St. Paul, 69;

Sec., Conn., 65; SWISS RE., 303; Un. of Canton, 116; Westches., 97. Total in auth. relns., \$4,038,955; total in unauth., \$291,448.

* * * *

Glens Falls—Agric., 96; Commerce,
202: Farmers of York, 47; foreign companies, 175; South Car., 51; Am. Re. Ex.,
229; Re. Cl. Hse., 743; Total in auth.
reins., \$1,826,660; total in unauth.,
\$183,002. * * *

* * * *

Great American—Aetna, 75; Am., 89;
Am. All., 3,662; C. T. Bowring, 50; Commonwealth, 28; Cont., 77; County, 82;
Det. F. & M., 1,556; Fid.-Phnx., 33; Fire.
Fund, 61; Hanover, 39; Htfd., 82; Home,
40; N. A., 83; Mass. F. & M., 824; Natl.,
29; Nat. Union, 39; New Hamp., 29; N. B.
& M., 50; Northern, Eng., 25; Phnx.,
Conn., 391; Prov. Wash., 74; Roch. Am.,
1,556; Royal, 66; St. Paul., 34; Spgfld.,
306; Am. Re. Ex., 570. Total in auth.
reins., \$11,305,976; total in unauth.,
\$\$58,590.

\$58,590. * * *

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Twentieth Annual Auto Issue Off Press April 10

The 20th annual issue of The National Underwriter's Automobile Number will be published April 10. In addition to practical sales articles and illustrations, it will contain a complete statistical review of the automobile experi-ence in 1935 for all classes of companies. This is one publication that every insurance man should have. Subscribers will receive cop-ies free. Non-subscribers can get copies by mailing the enclosed sub-scription card in this week. Extra copies can be secured at a cost of 25 cents each in lots of less than 100. Prices on larger quantities are given in the order blank on Page 12. Orders for large quantities of extra copies must reach Chicago by April 7.

Robertson at Helm as Tuttle Retires

Western General Manager of North America Is Believed in Bad Health

OTHER CHANGES MADE

New Head Was Assistant to President -Stockton Rush to Philadelphia-Robinson Marine Manager

President Benjamin Rush of the North America announces this week that C. R. Tuttle is retiring as general manager of the western department and is succeeded by W. P. Robertson, who has been assistant to the president, located in Chicago.

Mr. Tuttle's health has been poor for the last year or so. Just recently he went to Pasadena for the rest of the winter and complications developed which necessitated that he be taken to a hospital there. John O. Platt, vice-president of the North America, went to California to visit Mr. Tuttle and is there now.

Has Large Acquaintance

Mr. Robertson has an especially extensive acquaintance in the business. Since 1930 he has had the title of assistant to the president and his work has been largely in public relations, attending conventions and keeping in touch with broad developments affecting the business. He joined the North America in 1922 as manager of the Alliance and assistant manager of the western department.

W. H. Riker continues as manager of

the fire department.

Stockton Rush Transferred

Stockton Rush, son of President Rush, who was last week elected assistant secretary of the company, is being trans-ferred from Chicago to the head office in ferred from Chicago to the head office in Philadelphia where he will be connected with the marine department. In Chicago he was assistant manager in charge of the inland marine business. R. V. Robinson, who has been an associate manager of the marine department at Chicago, in charge of lake marine and ocean business, now becomes head of all the marine activities in Chicago. all the marine activities in Chicago.

L. J. Braddock becomes associate manager in charge of office administraition. His duties remain about the same.

If Mr. Tuttle's health recovers sufficiently he will act as consultant to the head office

H. A. Miller retires as associate man-

Mr. Tuttle was born March 22, 1867, at Fulton, Mo. He became special agent

of the Home of New York in 1886 in Missouri, resigning in 1891 to become field man for the Continental in that state. He was one of the leading fig-ures in Missouri territory. He was (CONTINUED ON PAGE 13)

American of Newark Has **Announced Some Promotions**

F. S. Lindsay and Robe Bird Are Elected Vice-presidents and F. W. Doremus Is Made Secretary

The American of Newark has pro-moted Assistant Secretary F. S. Lindmoted Assistant Secretary F. S. Lindsay to a vice-presidency and Robe Bird, manager of the western department, was also elected a vice-president. It is also announced that F. W. Doremus, assistant secretary, would succeed Frederick Hoadley, secretary, who will retire under the company's engine and a sequenting the company's pension plan sometime

Hoadley's Career with Company

Mr. Hoadley was born March 13, 1870 Mr. Hoadley was born March 13, 1870 at Princeton, N. J., and was educated in the public schools of Newark. After devoting the early years of his life to architecture, his entire career has been with the American, which organization he joined as a clerk in 1898. In 1901, he was appointed special agent in New he was appointed special agent in New Jersey and seven years later was elected assistant secretary and secretary in 1914. In February, 1935, he was elected a director of the company. He was president of the Suburban Fire Insurance Exchange from 1924 to 1925 and has been chairman of the advisory committee of the New Jersey Fire Actuarial Bureau since 1916.

Bird Had Wide Experience

Mr. Bird started his insurance career in the local office of H. B. Hobbins of Madison, Wis., in 1902. Later he joined the New York Underwriters as Wiscon-sin special agent and subsequently became state agent. Then he was trans-ferred to Chicago and made western special agent of the improved risk department, being called to the head office in New York City in 1917 as superintendent of the special risk department. In 1919 he was elected vice-president of the Milwaukee Mechanics and took his mew position as western manager of the American of Newark in January, 1929. He is one of the live men in the west and has had a splendid experience.

Mr. Hoadley is the son of the late P.

L. Hoadley, who was president of the company from 1907 until 1918, serving 11 of the 44 years of service with the company, as president.

Mr. Doremus a Newark Product

Mr. Doremus a Newark Product
Mr. Doremus was born Jan. 1, 1899
in Newark. He took the insurance
course in the Wharton School of the
University of Pennsylvania. His first
position was with the local agency of
John E. Mayer in Newark, in 1913. In
May of that year he went to the American where he held various positions
from office boy to special agent in eastern Pennsylvania. In May, 1924, he
was made president of the Sylvania
owned by Hare & Chase, which specialized in automobile finance insurance.
He resigned in December, 1927, when He resigned in December, 1927, when that company was sold to other interests following the failure of Hare & Chase. It might be said that the Sylvania was a moderate success despite the failure of Hare & Chase.

He was reappointed special agent of the American for eastern Pennsylvania in January, 1928, and served this field until June, 1935, when he was brought into the home office as assistant secre-

Mr. Doremus has appeared before insurance gatherings as a strong advo-

at Huntington, N. Y. His first position was with the home office of the New York Underwriters with which he remained from 1902 until 1911. At that time he left to join the Underwriters Association of New York State, con-(CONTINUED ON PAGE 13)

Harold Miller Is Retiring From the North America

FREDERICK HOADLEY RETIRES HAS HAD WIDE EXPERIENCE

For 17 Years He Has Been Connected with the Western Department

As an Official

H. A. Miller, who has been associate western manager of the North America group for the past several years, is retiring May 1. His future plans have not



HAROLD A. MILLER

been definitely formed, but it is possible that he may locate in the southwest, owing to the delicate condition of Mrs. Miller's health.

Mr. Miller has been with the North America for the past 17 years. He began as manager of the automobile department, and has always maintained an active interest in automobile affairs.

Survey the Flood Damage to the Individual Risks

ENGINEERS ARE BUSY AT TASK

Reduce Lines and Where Moral Hazard Is Likely

NEW YORK, April 1.—With the re-cession of floods in the east and the prompt attention given by municipal authorities and private property owners to repairing the damage, engineers of the different rating organizations are now making surveys of individual risks, to

making surveys of individual risks, to determine the extent of the damage and the degree to which insurable values have been altered.

The individual fire companies will have their field and engineering staffs supplement the activities of inspection and rating bureau people in making surveys. The theory is there will have to be a sharp decrease in insurance on many (CONTINUED ON PAGE 8)

(CONTINUED ON PAGE 8)

He has been prominent in the work of the National Automobile Underwriters Association, of which he served as west-ern representative. Mr. Miller has been an officer of the National Security of Omaha which is owned by the North America and he has made monthly trips to Omaha to assist in the administration of its affoirs.

of its affairs.

Before going with the North America Mr. Miller was located in Philadelphia with the Boston and Old Colony.

Mr. Miller started his insurance can

Mr. Miller started his insurance career in 1904 as an inspector with the Chicago Board. Then he was connected with the Continental at its head office as general inspector. He went with the Boston and Old Colony in the Middle Department in 1909. He was very active as a field man in that territory.

Mr. Miller is an able underwriter and is resourceful in his work.

is resourceful in his work.

Watters Tells Some Angles of Social Security Problem

BEFORE ILLINOIS BLUE GOOSE

Companies Want to Know Where to Insurance Companies Are Interested in Many Practical Phases of the Administration of the New Act

> About 100 turned out for the Illinois Blue Goose luncheon in Chicago to hear Thomas Watters, Jr., of Des Moines, counsel for the Underwriters Social Security Service, explain some of the features of unemployment compensation legislation and rulings of particular interests. terest to fire insurance companies. Mr. Watters gave a most lucid explanation

terest to fire insurance companies. Mr. Watters gave a most lucid explanation of the social security setup in general and of the many practical complications that remain to be solved. After completing his address, he answered numerous questions.

One of those present in quired whether a fleet of companies might make a single return for purposes of taxation or whether each company would have to file a return. Mr. Watters said that the New York authorities have held that they will accept reports from the various groups as units, tentatively. The question in the minds of the New York authorities is whether, if returns are made on the group basis, the state can make a satisfactory audit of the returns. Mr. Watters pointed out that an employer, within the meaning of the act, is one who is primarily responsible for the employes subject to the act. Therefore, he indicated that the state might consider that a group of companies was for practical purposes a single employer. for practical purposes a single em-

Clark Amendment

Mr. Watters said the report is current that the committee that was appointed, after the defeat of the Clark amendment to the federal social seamendment to the federal social se-curity act at the last session, to study further the principles of that amend-ment is now ready to report to Con-gress. The Clark amendment would have exempted private pension plans from the old age pension provision of the act. It was defeated at the last session on the understanding that the problem would be further studied and reconsidered. reconsidered.

reconsidered.

Another question was whether the departmental offices of the fire companies would make returns or whether this would be taken care of by the head offices. Mr. Watters said that the head offices will make returns to the federal government. Some of the companies plan to have their department offices make reports to the state in which the departmental offices are located. Others plan to have the departmental offices make reports to all states within the jurisdiction of the department.

THE WEEK IN INSURANCE

F. S. Dauwalter, assistant manager of the western department of the Royal-L. & L. & G. group, is appointed director of the company-agency stock fire insur-ance office for business development. assuming his position at once. Page 3

C. R. Tuttle retires as general manager in the western department of the North America group and is succeeded by W. P. Robertson. Page 3

Reinsurance cessions of 25 prominent re companies are given. Page 3 * * *

F. S. Lindsay, assistant secretary of the American of Newark group, and Robe Bird, western manager, become vice-presidents; Frederick Hoadley, secretary, retires and F. W. Doremus, assistant, succeeds him.

Company organizations survey flood damage to determine changes in insurable values. * * *

Plans announced for the annual meeting of the United States Chamber of Commerce. Page 6

All foreign fire companies have now withdrawn from Mexico on account of the severe investment restrictions. Page 12 * * *

Analysis of the comparative record of stock and mutual companies in 10 western states during the depression years is made by the Western Underwriters Association.

The new tax bill at Washington exempts insurance companies from levy on undistributed net income, but provides 15 percent income tax on domestic companies and 22½ percent on foreign companies.

Texas board of commissioners hears proposals to cut **fire and windstorm** rates on various classifications. Page 14

Harold A. Miller, associate western manager of the North America group, is retiring from its service. Page 4

The National Fire Waste Council announces the honor cities in the contest for last year.

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United States Testing Company lecture shows use of micro-chemistry in analysis of damaged goods. Page 12

Judge Valente in New York City supreme court awarded 70 percent of the stock of the new National Surety to the Bancamerica-Blair Corporation. Page 31

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Dimon is given to W. 0. Schilling of

* * *

Dinner is given to W. O. Schilling of
Chicago, manager United States Fidelity
& Guaranty, in honor of his 30 years
service with the company.

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Page 40

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Commercial Casualty and Metropolitan
Casualty announce the issuance of operator's nutomobile policy at preferential
rates.

Fidelity & Casualty issues warning that deadly season of upturn in cycle of auto deaths has begun. Page 44

Enthusiasm and interest in Accident & Health Insurance Week nears boiling point.

Page 3. 3k 3k 3k

Guaranteed mortgage thing of past, Superintendent Pink of New York de-clares. Page 42

Berg compulsory auto cover bill is attacked by many interests at Albany, N. Y., hearing.

Association of Casualty & Surety Ex-ecutives schedules 10 public relations meetings in Ohio. Page 42

Much interest is taken in the new developments in the field of credit insurance. Page 29 3k 3k 3k

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Ralph C. Murphy, counsel of the Jewelers Security Alliance, protests against
the practice of insurance companies in
offering rewards for return of stolen
goods. Page 40

Group Life Premiums

Another question was whether pre-Another question was whether pre-miums paid by the employer for group life policies are taxable, as wages. Mr. Watters replied that such premiums are taxable under the federal act. How-ever, in the District of Columbia, such premiums are specifically excluded and are not to be considered as a part of

wages.

Mr. Watters did not discuss at any length the question of whether agents shall be regarded as employes and a tax paid by the companies on their ac-count. He said that the Underwriters Social Security Service was now tack-ling this complicated problem and he expressed belief that there would be a

solution soon.

Mr. Watters made it clear that employers must make full returns to the federal government, regardless of whether the state in which the em
(CONTINUED ON PAGE 13)

London Lloyds in **Conciliatory Move**

Acts to Cut Out Trivial but Annoying Competitive Lines in Illinois

DECISION CABLED HERE

Announcement Not Result of Bargain or Agreement but for Guidance of Underwriters

Conciliatory measures toward the "American market" have been taken by London Lloyds in an announcement of policy on Illinois business. Effective June 1, Lloyds new business will be limited to established rates with certain exceptions on lines that are not seriously competitive.

exceptions on lines that are not seriously competitive.

On his annual visit to London last year John S. Lord, Chicago attorney for certain groups, pointed out to the underwriters that isolated acts caused more disturbance in America than their importance warranted. Thus an \$8 burglary premium, receiving great publicity, caused apprehensions that the London institution would raid the residence burglary field in the United States. As a matter of fact this was a lone instance, and the risk was placed by a very important general agency of a leading casualty company.

Rule Out Trivial Disturbing Lines

London Lloyds is a sort of republic of underwriters, each underwriter or group being independent except for general rules. Occasionally some group might accommodate an American correspondent with a trivial line, but when it of tribility the great transport of the control of t got publicity the result was disturbing to American companies and agents. It to American companies and agents. It is declared that \$10,000 a year would cover all borderline business handled by Lloyds in Illinois. The underwriters were inclined to doubt any importance to such small risks but in order to avoid such annoyances a committee of underwriters, dealing with Illinois affairs, drew up a set of rules, under date of March 11, 1936, which was cabled to the United States and published as follows:

LLOYDS,

LLOYDS,
London, E. C. 3.
STATE OF ILLINOIS
DIRECT INSURANCES
In pursuance of the conclusions arrived at by all non-marine underwriters at Lloyd's (as set out in an agreement signed by them on 14th November, 1935), it has been decided that as from 1st June and until further notice they will not accept any direct insurances on property or risks in Illinois except renewals and such other direct insurances as are enumerated in the following table of "Acceptable Cases," viz.:
A.—Fire Insurances falling within the undermentioned categories.
(1) New risks written at board rates and conditions.
(2) New risks following a warranty company licensed in the U. S. A. at that company's gross rate.
(3) Risks on an excess of loss basics.

company's gross rate.

(3) Risks on an excess of loss basis.
(4) Consequential loss policies.
(5) Insurances of a special character not now easily obtainable from regular licensed American insurers.

Continue Auto for Employers

B.—Automobile insurances falling within the undermentioned categories.

(1) Company-owned automobiles or automobiles used in the company's service and/or group schemes sponsored by employers for their employes.

(2) P. L. and P. D. subject to a deductible of not less than \$5,000/10,000 or \$1,000 respectively.

(3) Insurances of a special character not now easily obtainable from regular licensed American insurers.

C.—Other insurances falling within the undermentioned categories.

(1) Risks on an excess of loss basis.

(2) Liquor bonds.

(CONTINUED ON PAGE 25)

Study Mutual and Stock Record In 10 More States

That the loss of business by stock fire companies during the depression years is largely accounted for by rate reductions, rather than by the inroads of mutual companies, is indicated in the analysis of the experience in 10 western states contained in the stock company. states contained in the stock company agency bulletin being circulated by the Western Underwriters Association. Previously the same analysis was printed of Indiana, Michigan, Kentucky and Ten-

In these analyses, fire, wind and automobile premiums are considered, but not the business of specialty automobile companies nor strictly marine companies and premiums on farm business are omitted for both stock and mutual com-

panies.

In Illinois, agency premiums of stock fire companies declined 32.82 percent in 1933 as compared with 1930. There was a recovery of 10.08 percent in 1934. Premiums in 1934 were thus 26.05 percent less than 1930 but the liability assumed in 1934 was only .14 percent less than for 1930. Stock fire companies received 93.10 percent of Illinois premiums in 1930, 92.05 percent in 1933 and 91.65 percent in 1934. The average rate was 61 cents in 1934; 86 cents in 1930.

Mutual Premiums Drop

Mutual premiums declined 21.75 per-cent from 1930 to 1933, recovered 16.17 percent in 1934 and remained 9.09 percent less than in 1930.
In 1934 stock fire companies had 91.32

percent of the business, mutuals 6.32 percent and reciprocals, .36 percent. Western Underwriters Association companies had 74.76 percent, Western Insurance Bureau 4.72 percent and non-affiliated stock companies 11.84 percent.

stock companies 11.84 percent.

In Iowa agency premiums of stock companies declined 36.60 percent in 1933 as compared with 1930, recovered 10.63 percent during 1934 and remained 29.86 percent below 1930. Liability assumed in 1934 was only 5 percent less than for 1930. The average rate was 65 cents in 1934; 86 cents in 1930.

Mutual premiums declined 33.28 per-

Mutual premiums declined 33.28 per-cent in 1933 as compared with 1930, re-

covered 17.7 percent in 1934 and remained 21.47 percent below 1930.

Stock companies in 1934 had 74.59 percent of the business mutuals 23.98 percent and reciprocals 1.43 percent.

In Kansas agency premiums of stock companies declined 53.66 percent in 1933 as compared with 1929 recovered 8.88 percent during 1934 and remained 49.84 percent less than 1929. Liability assumed in 1934 was 24.15 percent less than for 1929. Stock companies received 85.94 percent of Kansas premiums in 1929, 79.34 percent in 1933 and 77.78 percent in 1934. The average rate was 74 cents in 1934; 97 cents in 1929.

Mutual premiums dropped 26.26 percent from 1929 to 1933, recovered 19.44 percent in 1934 and remained 11.92 per-

cent less than 1929.
W. U. A. companies in 1934 had 69.18 percent of the business, W. I. B. companies 3.99 percent, non-affiliated stock 3.10 percent, mutuals 21.78 percent and reciprocals 1.95 percent.

Minnesota Experience

In Minnesota stock premiums declined 31.26 percent from 1930 to 1933, recovered 9.59 in 1934 and remained 24.66 percent less than 1930. Liability assumed was only 1.01 percent less than 1930. Stock companies received 87.97 percent of the business in 1930, 82.12 percent in 1933 and 84.85 percent in 1934. The average rate was 72 cents in 1934; 93 cents in 1930.

cents in 1930.

Mutual premiums increased 9.46 percent from 1930 to 1933, then dropped 10.08 percent in 1934 and remained .156 percent less than 1930.

W. U. A. companies in 1934 had 68.94 percent, non-affiliated stock 8.92, mutuals 14.77 and reciprocals 2.48.

In Missouri, stock premiums declined 31.6 percent from 1929 to 1933, declined 765 percent during 1934 and remained

7.65 percent during 1934 and remained 36.83 percent below 1929. Stock companies received 91.18 percent of Missouri premiums in 1929, 87.93 percent in 1933 and 84.39 percent in 1934. Liability

(CONTINUED ON PAGE 12)

American Men Advanced



F. S. LINDSAY

Two prominent men in the American of Newark organization have received promotions, F. S. Lindsay, assistant secretary, being elected a vice-president and F. W. Doremus also assistant secretary,



F. W. DOREMUS

being chosen secretary to succeed Fred-erick Hoadley, who is resigning. Robe Bird, manager of the western department, also has been elected a vice-presi-

Ask Higher Tax on **Foreign Carriers**

Income Levy Would Be 221/2%; 15% on Domestic Companies

RESIST DISCRIMINATION

Argument Is Made That Proposal Is in Contravention of the U.S. Trade Treaties

WASHINGTON, April 1.-Domestic insurance companies will be taxed on income at the rate of 15 percent, instead of taking the sliding scale, ranging from 1 to 421/2 percent, of tax on undistributed net income which is to apply to other corporations, under the new tax bill now before the House ways and means committee, while foreign companies, other than life or mutual, will take a rate of 22½ percent.

In its report to the full committee, the subcommittee in charge of the legisla-tion recommended "that all bona fide insurance companies (mutual and stock, foreign and domestic) be exempted from the plan proposed under recommenda-tion No. II (the undistributed income tax) and be subject to a tax of 15 percent in lieu of the graduated rates under existing law; except that foreign insurance companies other than life and other than mutual be subject to a rate of 22½ percent in lieu of the graduated rates under existing law."

Dividends and Net Income

The subcommittee recommended that dividends received by all insurance com-panies be treated the same as dividends received by other corporations. Under the plan proposed, the present deduction allowed corporations for dividends received from other corporations would be abolished, so that intercorporate dividends will remain in net income.

The foreign companies have been busy

preparing briefs in opposition to the pro-posed income tax discrimination against them. The main argument of these briefs will be that the discrimination would be in contravention of the various treaties between the United States and other foreign governments. Most of these foreign governments. Most of these treaties provide that a citizen or subject of the foreign country shall not be required to pay higher taxes than a citizen or subject of the United States is required to pay. The argument is that a foreign corporation is just as much a citizen or subject as is an individual.

DECLARED NON-DISCRIMINATORY

NEW YORK, April 1.—The suggested imposition of the ways and means committee of the house of a flat tax of 15 percent upon earned profit of American companies, other than life and mutual and of 22½ percent upon foreign institutions, is regarded by some experts as non-discriminatory in that shareholders of the latter are exempt from the tax laws of this country. laws of this country.

Bartlett in Coast Job

SAN FRANCISCO, April 1.—William H. Bartlett, formerly in charge of the National Reserve and Dubuque in Pennsylvania has been transferred to remsylvania has been transferred to San Francisco to succeed R. R. Stowell, who, due to ill health is retiring as president of the Pacific Coast Agency Co., general agents for the National Reserve, National Reserve Underwriters and underwriters of the Dubuque.

C. C. Penhorwood, local agent at Marysville, O., suffered a fracture of the hip in a fall.

U. S. Chamber of Commerce Plan for Annual Meeting

SUBJECTS TO BE DISCUSSED

President Sibley Outlines the General Scope of the Forthcoming Conference in Washington

WASHINGTON, April 1 .- The necessity for furtherance of sound funda-mental national policies will be emphasized at the forthcoming annual meeting of the U. S. Chamber of Commerce here April 27-30.

Explaining the purposes of the meeting, Harper Sibley, president of the chamber said:

"American business enterprise has had a major part in the development of our country under a system permit-ting the full exercise of private initia-tive and judgment. Private business, not government, has directed the course of our industries, of our distributive system, of our banks, of our transportation system, of our insurance and other services. Business, therefore, must have a voice in formulation of national economic policies.

Subjects for Discussion

In selecting the subjects for presentation and action at the meeting, the chamber has put forward questions of the broadest national economic importance. The program will list such subjects as these:

Principles of American enterprise; spirit of American business; responsibilities of business in reemployment; federal and state relationships; federal budget and recovery; federal revenue policies, and the effects of mounting taxes; business and the public; agricultural welfare; American merchant; American foreign trade policy; manu-

It Depends on Whose Ox Has Been Gored, It Seems

The evening before the 1935 convention of the Florida Lumber & Millwork Association, at Orlando, Fla., directors of the organization, which is made up of retail dealers in lumber and building supplies of all kinds, voted to create or study to that end, a mutual fire and

casualty company.

In the convention the next day one In the convention the next day one of the leading speakers, in fact, several of the speakers, brought out and condemned movements for consumer cooperatives over the country, and the convention later adopted a resolution to this end, with particular emphasis on the activities of some of the church organizations. It was presented as a menace to dealers something entirely organizations. It was presented as a menace to dealers, something entirely contrary to right and proper activities of the church, and a movement to be curbed by any authority capable of ap-plying the stoppage.

facturing problems; distribution prob-lems; transportation; industrial rela-tions; natural resource problems; na-

In addition to the presentation of subjects at general sessions, provision will be made for detailed discussion in nine group sessions.

Lynch Executive Special

Percy P. Lynch has been appointed executive special agent attached to the home office of the Great American. He has been agency superintendent in charge of the southeastern department. Before becoming attached to the head office he was special agent.

The Packard-Jones Agency Company, Stat Lake City, has changed its name to the Kolob Corporation. Frank Salis-bury remains as secretary-treasurer and manager.

Atlanta Gets Grand Award in Fire Waste Contest

HONOR CITIES ARE CHOSEN

Committee Announces the Winners in the Record on Results of

Last Year

WASHINGTON, D. C., April 1.— Fire losses in the 327 cities competing in the annual fire waste contest in 1935 dropped to the lowest per capita re-corded in any of the 12 years in which the competition has been conducted, it was reported to the National Fire Waste

Council at its annual meeting at the United States Chamber of Commerce. The per capita loss in the competing cities was \$1.23, a drop of 77 cents from the 1930-34 average of \$2, it was stated. The total fire loss of the reporting cities was \$4.28 690 acquired a five-year average \$4.28 690 acquired a five-year average. was \$41,248,699 against a five-year average of \$65,299,552. The actual saving in the 327 communities slightly exceeded \$24,000,000.

Atlanta Gets First Prize

The grand award in the fire waste council, won last year by Providence, R. I., this year went to Atlanta, Ga., in the same class of cities between 250,000 the same class of cities between 250,000 and 500,000 population. Philadelphia was the winner in Class I, cities over 500,000, with Milwaukee and Detroit as runners up. In Class II, Cincinnati was second and Providence third. In Class III, 100,000 to 250,000, Hartford made the best showing, with Nashville and El Paso tied for second place. Lakewood, O., was declared the winner in Class IV, 50,000 to 100,000, with Bethlehem, Pa., and Pasadena, Cal., as runners-up, while in Class V, 20,000 to 50,000, Parkersburg, W. Va., was first, followed by Elyria, Ohio, and Owensboro, Ky., and in Class VI, under 20,000, Geneva, N. Y., was first, with Lafayette,

La., and Ridgewood, N. J., tied for second place.

The members of the grading commit-The members of the grading commit-tee are nationally known fire prevention experts. George W. Booth, chief engi-neer of the National Board, served as chairman. The other members are: Eu-gene Arms, manager of the Mutual Fire Prevention Bureau, and F. H. Wentworth, managing director National Fire Protection Association.

Missouri Hearing Set Ahead

Missouri Hearing Set Ahead
JEFFERSON CITY, MO., April 1.

—Judge Sevier of the Cole county circuit court has continued until May 19
the hearing on the application of J. T.
Barker, F. E. Jacobs and G. C. Weatherby, for "partial" allowances of \$150,000 for their services to the Missouri department in connection with the old 10 percent rate reduction case. Attorney-general McKittrick has opposed the fees, on the theory that Barker and Jacobs have been paid in full for their services. services

A rehearing on Judge Sevier's order denying the request of McKittrick that the bonds of L. H. Cook and H. P. Lauf, as custodians of the \$2,750,000 impounded premium fund be raised from \$20,000 to \$200,000 has been asked by the attorney-general.

Judge Sevier previously overruled motion for a new trial and for arrest of judgment in his orders granting fees to G. M. Sone, clerk in the Cole county circuit court, and Attorney T. S. Mosby from the impounded funds in the 16% percent rate increase case. percent rate increase case.

State Convention Dates

The following state local agents' meetings are scheduled: Louisiana, Baton Rouge, April 23-24; Florida enroute to Havana from Port Tampa, May 6-9; Alabama, Birmingham, May 7-8; Arkansas, Hot Springs, May 15-16; New York, Syracuse, May 18-19; Texas, Fort Worth, May 21-22; Minnesota, St. Paul, June 8

Reinsurance of Fire and Allied Lines

NORTH STAR INSURANCE COMPANY

90 JOHN STREET, NEW YORK [* * 200 BUSH STREET, SAN FRANCISCO

E. H. BOLES, Pres. · JESSE E. WHITE, Vice-Pres. · A. R. W. WANG, Vice-Pres. and Secy. · ROBERT B. CROFTON, General Agent

Condensed Financial Statement, December 31, 1935

Assets	
Cash in Banks	\$ 324,216.55
Bonds\$1,227,988.63 Preferred Stocks66,700.00 Common Stocks2,085,631.00	
Mortgage Loans	
Balances due from Ceding Companies (not over 90 days due)	3,426,819.63 138,682.86 12,483.88
Total Admitted Assets	\$3,902,202.92
Liabilities	
Reserve for Claims and Claim Expenses	\$ 208,464.59 924,539.96 36,349.85
Capital Stock	
Surplus to Policyholders	2,732,848.52
Total	\$3,902,202,92

sonds are valued on amortized basis; stocks at December 31, 1935 market quotations. On the basis of December 31, 1935 market quotations for all conds and stocks owned, this Company's Total Admitted Assets would be increased to \$3,916,744.29 and Surplus to \$2,147,389.89. • Securities arrived at \$31,175.27 in the above statement are deposited for purposes required by law.



Inland Marine and Special Lines are readily sold when properly understood. No need to hunt for new prospects. Your present clients are your opportunities. And, our Source Chart shows at a glance what covers to sell them. Write for your copy to our Business-Building Department, 150 William Street, New York.



THE MERCANTILE INSURANCE CO. OF AMERICA

- Writing Fire and All Kindred Lines -



FIRE ASSOCIATION OF PHILADELPHIA ESTABLISHED 1817

LUMBERMEN'S INSURANCE COMPANY

THE RELIANCE INSURANCE COMPANY ESTABLISHED 1841

PHILADELPHIA NATIONAL INSURANCE COMPANY

ESTABLISHED 1928

OTHO E. LANE, President

HEAD OFFICES

Fourth and Walnut Streets Philadelphia

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San Francisco

Dallas

Toronto

New York

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Appleton & Cox, Inc., Attorney 8 South William Street New York City

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PROVIDENT FIRE INS. CO. Fire and Automobile Lines

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111 John Street

NEW YORK

INSURE YOUR EARNINGS

-Slogan for "A. & H. Week-1936"-April 20-25

■ Today send \$2 to The Accident & Health Review, Chicago, to insure your getting the big special April "A. & H. Week" issue as well as 11 other monthly copies.

MAKE SURVEY OF FLOOD DAMAGE

(CONTINUED FROM PAGE 4)

properties.

properties. That an additional moral hazard will develop is anticipated.
Whether a plan for writing flood insurance could be worked out by individual companies or through associated effort is a question that is being discussed. The call for such indemnity is bound to be frequent and pressure will come from financial interests having substantial loans on properties in river cities and towns. There is the spectre of the federal government embarking in a line for which a public demand exists and which is not supplied by private capital.

Among suggestions advanced in connection with flood covers, is that if written it should only be for a percentage value, and upon an annual basis. Schedule risks should be required to include the coverage upon all properties, and not alone those in probable flood districts. Such requirement would broaden the prebase of the liability and increase the premium income.

Preliminary to the acceptance of any risk, it is appreciated, an inspection would be necessary to determine what flaws existed so that in event of flood such damage could not be charged to inundation

As a basis for rate making, records could doubtless be obtained from the federal government and from those of a number of states. Such data as individual companies have with flood claims would be too restricted.

Effect on Safety Boxes

There had been much speculation in the minds of many people as to whether safety deposit boxes that were protected by large vault doors were waterproof. It by large vault doors were waterproof. It was felt that if water got into the vaults it could easily seep into the boxes. The question was whether the huge doors keep out water like a bulkhead on a boat. Where there have been flooded banks, in the safety deposit departments in almost all cases, the water has gotten into the vaults and soaked the contents of safety deposit boxes. Many of the insurance offices in Pittsburgh found their safety deposit boxes. Many of the insurance offices in Pittsburgh found their papers soaked. It is stated that the Springfield F. & M. had its securities in a bank that was flooded and it will be put to considerable labor and inconvenience in getting duplicates.

A concentrative estimate places the

A conservative estimate places the flood losses suffered in the 30 Woolworth stores at \$300,000, to be shared worth stores at \$300,000, to be shared in equal degree by the four strong companies that took over the line when the Globe & Rutgers was placed in suspended animation. The W. T. Grant Cohas eight stores in the flood areas, the total loss suffered thereon being about \$150,000. \$150,000.

LOSSES ARE ISOLATED

That an additional moral develop is anticipated, a plan for writing flood inall be worked out by indianies or through associated being as a plan for writing flood inbanies or through associated being as a plan in the property of the same company had a loss because steam pipes gave way, and escaping steam re-leased the sprinkler system, flooding the factory.

Various companies will lose slightly

Various companies will lose slightly under comprehensive auto policies.

Losses to home office buildings of those companies where the recent Hartford flood invaded the structures will be comparatively slight, according to officials. That of the Connecticut General, worst hit, will not be large. Furniture and rugs on the ground floor were damaged, but the water did not reach irreplaceable equipment. The other three buildings, that of the Scottish Union, the Phoenix Mutual Life, and Phoenix of Hartford, had water only in the cellars.

Hartford Men Are Active

Hartford insurance men are taking an active part in rehabilitation after the recent flood. Among those who head the active part in rehabilitation after the recent flood. Among those who head the list are W. R. C. Corson, president Hartford Steam Boiler; M. B. Brainard, president Aetna Life, and L. Edmund Zacher, president Travelers. They are three of a group of 12 Hartford citizens who have expressed their willingness to help raise an amount up to \$2,000,000 if help raise an amount up to \$2,000,000 if needed.

At present they are working with the local clearing house, guaranteeing loans for small merchants who were wiped out. The federal government is giving \$3,000,000 for general reconstruction. The city itself, almost unique in that respect, is contributing \$500,000. And when a survey has been completed and when a survey has been completed, and the needs are determined, the local group headed by the three insurance of-ficials, stands ready to "go to bat."

Baltimore Premiums For the Six Months

The fire premiums in Baltimore for the last six months of the year were the last six months of the year were about \$6,000 less than those for the last six months of 1934. The stock companies reported \$1,487,127, compared with \$1,501,689 the year before. The mutuals had \$109,521 as compared with \$105,669 and the reciprocals \$11,550 as compared with \$6,779. The total is \$1,608,199 for the last six months of 1935. The company leaders are as follows:

	1935	1934
Aetna Fire Und	15,501	\$ 8,336
Aetna		13,450
Agricultural		14,564
American Equitable		14,470
Anglo-Amer. Under		7,263
Atlas		14,013
Baltimore American		36,202
Boston		11,788
Central, Baltimore		162,381
		34,539
Factory Ins. Assn		4,485
Fidelity & Guaranty		24,206
Fidelity-Phenix		16,609
Fireman's Fund	15.317	24,606
Firemen's, N. J		709
Franklin	11,371	11,973
General Amer. Und	13.082	14,805
Great American	46,684	45,489
Hartford	12,026	11,880
Home, N. Y	77,414	72,807
Home Und	13,750	17,144
Homestead	17,332	16,702
Ins. Co. of N. A		18,104
L. & L. & G		18,676
London & Lancashire		12,833
Merchants, N. Y		15,337
National Fire		46,119
National Liberty		11,564
National Union		9,676
N. 1. Underwriters		10.084
Pearl Underwriters		1,708
Providence washington		15,339
Republic, 1ex		16,602 $17,962$
Powel American		32,035
St Doul E & M	28,944	14,968
Scaboard Md	14,259	36,468
Springfield E & M	11 100	10,178
		21.311
		29,806
U. S. File	41,330	23,000
	-	
W. Howard Swalwel	I, for t	he past
group of northwestern	pulp ar	nd paper
mills, has joined the V	vashingt	on Gen-
eral Agency, Seattle, a and general manager.	s vice-	president
	Aetna Agricultural American Equitable. Anglo-Amer. Under. Atlas Baltimore American. Boston Central, Baltimore. Continental Factory Ins. Assn. Fidelity & Guaranty Fidelity-Phenix Fireman's Fund Firemen's, N. J. Franklin General Amer. Und. Great American Hartford Home, N. Y. Home Und. Homestead Ins. Co. of N. A. L. & L. & G. London & Lancashire. Merchants, N. Y National Fire National Liberty. National Liberty. National Union N. Y. Underwriters. Pearl Underwriters. Pearl Underwriters. Pearl Underwriters. Pearl Underwriters. Pearl Underwriters. Providence Washington Republic, Tex. Rochester American Royal St. Paul F. & M. Seaboard, Md. Springfield F. & M. Superior U. S. Fire W. Howard Swalwel three years insurance group of northwestern mills, has joined the Veral Agency, Seattle, a	Aetna Fire Und \$15,501 Aetna 33,189 Agricultural 13,189 Agricultural 15,878 Anglo-Amer. Under 19,038 Atlas

LOYALTY GROUP

FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

ORGANIZED 1855

81 YEARS IN BUSINESS

Surplus to Policyholders, Dec. 31, 1935, \$18,726,802.59

THE GIRARD FIRE & MARINE INSURANCE CO. Organized 1853

Surplus to Policyholders Dec. 31, 1935

\$2,478,793.65

83 YEARS IN BUSINESS

THE MECHANICS INSURANCE COMPANY OF PHILADELPHIA Organized 1854

Surplus to Policyholders Dec. 31, 1935

\$947,031.53

82 YEARS IN BUSINESS

NATIONAL-BEN FRANKLIN

FIRE INSURANCE CO. OF PITTSBURGH, PA.

Organized 1866 Surplus to Policyholders Dec. 31, 1935

\$2,202,153.91

70 YEARS IN BUSINESS

THE METROPOLITAN CASUALTY INSURANCE CO. OF NEW YORK

Organized 1874 Surplus to Policyholders Dec. 31, 1935

> \$1,525,801.63 62 YEARS IN BUSINESS

HAZARDS INSURED

Fire and Lightning Sprinkler Leakage

Loss of Use

Windstorm-Tornado

Explosion

Earthquake

Ocean and Inland Marine

Riot and Civil Commotion

Tourist Baggage

Parcel Post

Aircraft

Automobile Comprehensive Cover

Automobile Fire and Theft

Automobile Liability

Property Damage & Collision

Residence Water Damage

Plate Glass

Personal Accident and Health

Group Disability

Public Liability

Contingent Liability

Elevator Liability

Professional Liability

Golf and All Sports Liability

Burglary, Theft and Larceny

Hold-up-Robbery

Products Liability

Fidelity Bonds

Surety Bonds

Check Alteration and Forgery

LOYALTY GROUP

Policies Protect Surely, Swiftly and Completely

MILWAUKEE MECHANICS' INSURANCE COMPANY

Organized 1852

Surplus to Policyholders Dec. 31, 1935

\$5,721,283.08

84 YEARS IN BUSINESS

SUPERIOR

FIRE INSURANCE COMPANY

Organized 1871

Surplus to Policyholders Dec. 31, 1935

\$2,313,580.60

65 YEARS IN BUSINESS

THE CONCORDIA

FIRE INSURANCE COMPANY OF MILWAUKEE

Organized 1870

Surplus to Policyholders Dec. 31, 1935

\$2,666,788,17

66 YEARS IN BUSINESS

COMMERCIAL

CASUALTY INSURANCE CO.

Surplus to Policyholders Dec. 31, 1935

\$1,950,229.35

27 YEARS IN BUSINESS

WESTERN DEPARTMENT Chicago, Illinois

CANADIAN DEPARTMENT 461 Bay Street Toronto, Canada

EASTERN DEPARTMENT

10 Park Place **NEWARK, NEW JERSEY** PACIFIC DEPARTMENT 220 Bush Street San Francisco, Cal.

SOUTH-WESTERN DEPT. 912 Commerce Street Dallas, Texas

AGE—EXPERIENCE—GOOD FAITH—PERFORMANCE—SOUND INSURANCE PRINCIPLES

As SEEN FROM CHICAGO

The nominating committee of the Chicago Board to select three directors to be voted on at the quarterly meeting April 23 has been named. The members are: George R. Bowman, vice-president R. A. Napier & Co.; John R. Cashel, western manager Providence Washington; E. M. Schoen, manager Atlas, and L. E. Yager, past president Chicago Board. Chicago Board.

TELLS WORK WITH CREDIT MEN

M. E. Peterson, assistant secretary Springfield F. & M., spoke to the West-ern Conference of Special Risk Under-writers on the insurance educational writers on the insurance educational campaign carried on by the insurance group of the National Association of Credit Men. Mr. Peterson is a member of the supervising committee of the insurance group. He outlined the purpose of the campaign as being a movement to point out to the credit men what large proportion of the annual credit loss to business is attributed to the lack of insurance on the part of their customers. surance on the part of their customers. He told how one of the members of the insurance supervising committee of the Chicago Association of Credit Men, who is not only an outstanding credit executive but a man prominent in financial affairs, not only thoroughly checks the insurance coverage of his customer, but goes into explanatory details of the need for proper cover, and consistently watches the hazards of his customers.

Mr. Peterson also explained what in-surance committees of other local credit men's associations are doing.

COMPLETES FOURTH YEAR ON RADIO

Last Saturday evening over Station Last Saturday evening over Station WCFL, J. Robert Johnson completed his fourth year of broadcasting for the Federation Agency of Chicago and the Union Cooperative Life. Mr. Johnson as a broker has been active in the Chicago insurance field in addition to his weekly radio insurance and safety talks. His sale of 13 accident applications on Friday, the 13th was the inspiration for the now famous "Hoodoo Day," sponsored by the "Accident & Health Review," a National Underwriter publication. Mr. Johnson is also an authority on workmen's compensation insurance.

* * * MEET AGAIN ON COMPETITION

The progressive board problems committee of the Chicago Board held another meeting Tuesday of this week to consider what competitive steps should be recommended in order to help members hold business against the solicitation of mutuals and other outsiders. There is a difference of opinion as to whether there should be a flat 25 percent reduction in the rates for the fire-proof and sprinklered class or whether proof and sprinklered class or whether

some sort of a "relief" rule should be adopted. It is likely that a recommendation will be drafted in time for presentation at the quarterly meeting of the board April 23.

MIDWEST SAFETY CONFERENCE

The Midwest Safety Conference will be held at the Stevens hotel, Chicago, May 5-7. There will be a separate fire

be held at the Stevens hotel, Chicago, May 5-7. There will be a separate fire prevention session presided over by State Fire Marshal S. V. Coultas of Illinois, occupying the forenoon of the opening day. Chief J. W. Just of the fire prevention department of the Western Actuarial Bureau will speak on "The Need for Industry's Cooperation with State Fire College Program."

C. W. Pendock, chairman safety division of the Milwaukee association of commerce, will discuss "Industry's Interest in the Fire Prevention Problem." There will be a dramatic presentation on some of the problems of fire protection staged by C. E. Goldsmith, assistant chief engineer of the National Board, impersonating "Colonel Ping" and A. H. Gent, engineer of the Illinois Inspection Bureau, characterizing "Mr. Pong." There will be a spectacular fire prevention motion picture film, entitled "Extinguishing an Oil Well Fire in Texas."

* * *

OIL ASSOCIATION REELECTS

All officers and directors of the Oil All officers and directors of the Oil Association, headed by E. A. Henne, America Fore, were reelected at the annual meeting in Chicago Tuesday. General Manager H. M. Carmichael reported that the association in 1935 had the most profitable year in its history, although the premium income was less than the year before. 3K 3K 3K

CHICAGO TO TRAIN WATCHMEN

As a result of steps taken at a meeting of the Fire Prevention Bureau of Chicago, the fire department of that city will sponsor a school for night watch-men for the purpose of instructing them in special duties in reference to fire prevention and protection. Officials of the fire department have considered this move for some time and it has received

the enthusiastic support of other organizations in the city.

G. E. Graves, chief of the bureau, who with Chief Fire Marshal Corrigan will perfect the organization of the new school, stated that although the greater majority of watchmen in the city are effective in their duties there care received. majority of watchmen in the city are effective in their duties, there are many others who will benefit by the special training afforded. J. A. Neale, chief engineer Chicago Board, estimated there are 25,000 watchmen in Chicago and that they are directly in charge of a large proportion of the city's property values at least two-thirds of the time. He said that experience with a similar training school conducted by the Fire Insurance

Patrol a few years ago showed only three to six out of every 100 watchmen had had any training.

Chief Corrigan will appoint a committee to begin immediately drawing up a schedule and course of instruction. It is playing to make the school permanent. is planned to make the school perma-nent, the curriculum to comprise one hour per week for five weeks. Watch-men will be divided into groups of 50 and it is estimated 250 will be instructed

Among those who spoke at the meet-Among those who spoke at the meeting and pledged the support of their organizations were: Chief F. C. MacAuliffe of the Fire Insurance Patrol; Chief Deputy Fire Marshal A. J. Mullaney; T. F. Hornaday, president Illinois Fire Prevention Association and representatives of various Chicago organizations. tives of various Chicago organizations.

FIRE PREMIUMS TABULATED

Net gain of slightly over 1 percent in Cook county fire premiums last year is reported by the companies, the record for the first half-year being about 6 percent gain, which was largely offset in the last six months by 3½ percent loss. Total premiums were reported to be 10tal premiums were reported to be \$13,298,000 against \$13,147,000 the previous year. The America Fore group led with \$1,281,744 as against \$1,128,811 in 1934. The second was the Home of New York group with \$1,165,131 compared to \$1,121,950 the year before. The standing of other groups in order was: pared to \$1,121,950 the year before. The standing of other groups in order was: Royal-Liverpool, \$914,456 against \$966,943 in 1934; Firemen's of Newark, \$889,579 and \$762,936, respectively; Hartford fleet, \$792,305 and \$761,018; North America, \$777,670 and \$848,474; London & Lancashire group, \$710,656 and \$702,819; North British & Mercantile, \$693,855 and \$713,886; Phoenix of Hartford. \$551,076 and \$549,946; Aetna tile, \$693,855 and \$713,886; Phoenix of Hartford, \$551,076 and \$549,946; Aetna Fire and World F. & M., \$521,601 and \$573,385; Springfield group, \$513,920 and \$518,806; Crum & Forster, \$490,250 and \$529,213; American of Newark, \$378,695 and \$380,404; Great American, \$359,126 and \$354,340; Corroon & Reynolds, \$358,640 and \$361,164; Automobile and Standard Fire, \$349,406 and \$316,938; Fireman's Fund group, \$333,454 and \$340,309; Commercial Union fleet, \$327,010 and \$339,709; Fire Association, \$296,054 and \$330,390; Glens Falls and Commerce, \$279,872 and \$260,475; Pearl-American, \$264,795 and \$179,088; London Assurance, \$236,661 and \$248,635; Sun, Assurance, \$236,661 and \$248,635; Sun, \$221,773 and \$218,666; Merchants of New York, \$206,371 and \$231,207; St. Paul F. & M., \$197,642 and \$215,286; Northern Assurance, \$181,493 and \$183, 684.

W. M. Frink, general agent at the head office of the Norwich Union Fire, is on a western trip and was in Chi-cago early this week.

G. M. Goodridge, executive special agent for the Stock Company Association, with Chicago headquarters, has been renewing old acquaintances in Richmond, Va. For some years he supervised Virginia for the Fireman's Fund group, and was originally from Norfolk.

Vice-President



ROBE BIRD, Rockford, Ill.

Western Manager Robe Bird of the American of Newark group has been given the title of vice-president and thus becomes an executive officer in charge of the western branch. He is one of the aggressive executives in the west.

Lloyds Charged 16 2/3 Cent Rate for Collapse Cover

LOUISVILLE, April 1.—The rate charged by London Lloyds for the collapse cover on the warehouses of the Tom Moore Distillery Corporation at Bardstown, Ky., is understood to have been 16% cents. This is rather a steep price. The minimum charge of London Lloyds for collapse insurance is 10 cents. price. The minimum charge of London Lloyds for collapse insurance is 10 cents The Bardstown collapse line amounted to \$1,364,000.

to \$1,364,000.

London Lloyds and the Aetna Fire provide the only market for collapse insurance in this country. The Aetna charges a rate of 50 percent of the windstorm rate.

Demand from Liquor Industry

Most of the demand for collapse comes from distillers for the protection of their warehouses. There is some other de-mand, particularly among mills and ele-

The Tom Moore Distillery has se-The Tom Moore Distillery has secured \$500,000 additional collapse insurance on whiskey and \$35,000 on its new warehouse H. This business was also written by Lloyds of London, through the Fleming & Deleuil agency of Louisville, and makes a total of almost \$2,000,000 collapse insurance now carried on the Bardstown warehouses and contents.

PIONEER EQUITABLE INSURANCE COMPANY PIONEER EQUITABLE BLDG. - - - - -- - - - - LEBANON, INDIANA

A most progressive and versatile, stock, fire insurance company.

Lower rates on better risks when needed; with Stipulated Amount, or Co-insurance, clause. Meets, or beats, competitive price propositions. Attractive proposition to agents on preferred risks, without either clause, at Bureau rates.

Company has made both underwriting and investment profit every year. Every loss paid day "proof" received. Never had any contention with any loss claimant. Licensed and actively operating with capable Special Agents in: Indiana, Illinois, Michigan and Missouri.

Active, progressive, local agents will promptly seek representation.



VIEWED FROM NEW YORK

By GEORGE A. WATSON

SUPPLEMENTAL CONTRACT

With the exception of the rating bureaus of the District of Columbia and New Jersey, all organizations under the jurisdiction of the Eastern Underwritjurisdiction of the Eastern Underwriters' Association have now approved the new supplemental contract; the most recent body to take such action being the New England Exchange. Earlier acceptance was given by the New York State Rating Organization, New York Fire Insurance Exchange, Underwriters Association of the Middle Department, Boston Board, Baltimore Board and the Providence Board. To conform to the standard fire provision laws of Maine, and those of New Hampshire and Massachusetts, the contract was changed in minor degrees. It will also be altered somewhat to meet certain legal requirements in New Jersey. The delay in its acceptance by the Washington, D. C. board hinges upon rate adjustments now being made.

Despite the care with which the committee charged with drafting the contract carried on the work, it is anticipated experience will disclose the advisability of changing its conditions somewhat and suggestions to that end ers' Association have now approved the

visability of changing its conditions somewhat, and suggestions to that end will be given proper consideration. It is urged, however, that a fair trial be made of the contract as proposed; the instrument having been prepared in response to a call for such coverage from the field.

COLLAPSE OF AUSTRIAN PHOENIX

With the suicide of Heinrich Ochsnerm, director of insurance for Austria, which closely followed the death of Dr. Wilhelm Berliner, general manager of the Phoenix of Vienna, the full reason for the collapse of the widely operating company may never be known. Present estimates are that the Phoenix is involved to the extent of millions of dollars. Formed in 1882 the company had branch offices in all of the countries of continental Europe save Russia. In addition to life, it wrote fire, marine and practically all casualty and surety lines. The assumption is that the Austrian government will make good in part at least the heavy reserve shortages. So far as its German business is concerned, however the policycholders are held to however, the policyholders are held to be fully protected, the government of that country being insistent at all times that reserves on German policies be fully maintained. The Phoenix, so far as could be learned had no connections in this country direct or indirect so in this country, direct or indirect, so that the fraternity here is not concerned in its sensational collapse. Property owners in San Francisco, however, may recall the Phoenix as one of the "welchin the conflagration of 1906, when with an involved gross loss, estimated in excess of \$2,000,000, it folded up and quit the country, simply denying liability and letting it go at that.

NORWICH UNION MAN SPEAKS

Everard Smith, Norwich Union, addressed the meeting of the Fire Insurance Examiners Association of New York on "State Supervision of Insurance Companies." * * *

ADVERTISING MEN'S MEETING

Clarence Palmer, North America, president of the Insurance Advertising Conference, has arranged for a luncheon and meeting for members of the executive committee at the Hotel New Yorker, New York City, April 16. Final plans for the May meeting will be discussed when a tentative program will be submitted by W. Leslie Lewis, of the Agricultural of Watertown, N. Y., chairman program committee, and his associate, David C. Gibson, of Maryland Casualty. Stanley F. Withe, advertising manager of the Aetna Casualty & Surety,

who is the I. A. C. representative on the committee for National Accident & Health Week, April 20-27, is expected to report at this meeting.

PROPOSAL IS ABANDONED

In view of the opposition that developed from certain interests, the New York department abandoned its proposal to seek amendatory legislation the effect of which would be to broaden the writing powers of fire and casualty companies. It was assumed such extencompanies. sion of authority would be welcomed by the carriers, hence the surprise of the department at the unlooked for criti-

CONDITIONS IN CUBA

During their visit to Cuba, R. R. Martin, United States manager of the Atlas, as representing the Fire Offices Committee of London, and P. C. Cothran, vice-president of the Phoenix of Hartford, representing the United States Fire Companies' Conference, found general

business conditions slowly on the upgrade. The political situation is apparently more stable than has been the case for some time past. The military arm of the government has to a considerable degree given place to police authority. It is assumed the former will cease active municipal control entirely once the new constitution be adopted a month hence. Sugar continues the dominant product of Cuba, with tobacco still an important source of revenue. No particular change in the operations of fire companies was observable, the central rating body for the island continuing to function as it for several years, and with growing efficiency.

Security for american Property Owners

HERE is the automatic train control
as installed on the Chicago &
Northwestern Railway, the safety road.
This "superhuman engineer" helps keep
a train on schedule time and permits
running safely at maximum speed established by conditions ahead.



Illustration Courtesy Chicago Northwestern Railway

Jecuritu Security—everybody wants it. Railroads obtain it with automatic train control.

Insurance companies obtain it by building strong, conservative, dependable organizations. One such company is the Security of New Haven. It has been providing "Security for American Property Owners Since 1841." It appeals to those agents who want a sound, progressive New England company in their agency.

Do Business with a Strong American Stock Company Operating Through Responsible Agents

HOME OFFICE NEW HAVEN, CONN.



WESTERN DEPT. ROCKFORD, ILL.









Use of Micro-chemistry in Analysis of Salvage

METHODS THAT ARE IN USE

W. H. Tiffany Gives the Concluding Lecture for the U.S. Testing Co. in Its Series

HOBOKEN, N. J., April 1.-Analysis of substances in quantities too minute for ordinary analytical technique was described by W. H. Tiffany, microchemical expert of the United States Testing Company at the concluding lecture of a series it gave for insurance adjusters and salvage men to demonstrate the states of the strate how the application of scientific methods can aid in reclaiming damaged

The first question that usually arises when considering micro-chemistry is 'Why should there be such a thing, or what is the occasion for the development of any such method?' 'said Mr. Tiffany. "I think that some of the reasons can best be illustrated by a discussion of these exhibits these exhibits.

Service of Micro-chemistry

"For instance, we will take this sam ple of raw cotton, which was submitted to this laboratory to determine the cause of a stain which appears in several spots throughout the sample and to determine if this stain would carry through to the finished product. As you will readily see, we have plenty of material but avery small amount of sample upon which the determination is to be made. The analysis, therefore, falls definitely in the field of micro-chemistry, which involves the separation of the stain from the material and consequent analysis for its elemental constituents.

its elemental constituents."
As a further example of micro-chemistry, Mr. Tiffany showed some wire "fliers" through which thread passes in weaving. On some of these was a thin black deposit, making possible only a very small sample for analysis. He also showed a piece of paper with spots whose composition would call for the micro-chemical technique. Where a powder is submitted for analysis the microscope can be used to distinguish microscope can be used to distinguish the granules and so identify them.

Fractional Distillation

Micro-chemistry also lends itself to determinations where it is necessary to avoid destroying any perceptible part of the specimen, as for example a rare coin's chemical composition. Mr. Tif-fany demonstrated analysis by fractional tany demonstrated analysis by fractional distillation, whereby liquids are distilled and separated according to their respective boiling points, first by the usual large-scale method and then by the micro technique. He also showed on the screen a number of substances viewed through the microscope, with and without the aid of polarized light to aid in identification.

National Union Directors

The National Union Fire has elected three new board members, B. F. Jones, III of the Jones & Laughlin Steel Company; W. F. Knox of Knox & Moorhead, attorneys, and Thomas L. Orr of the Mellon National Bank.

Finance Company Line Shifts

The automobile fire and theft line of the Interstate Securities Company, an automobile finance concern, has been secured by the T. W. Garrett, Jr., general agency of Kansas City. The business will be handled through the Phister Insurance Agency, and will be placed in the British & Foreign Marine.

Thomas to Give Ohio Talk

Charles F. Thomas, manager of the Western Underwriters Association, Chicago, will address the Ohio Fire Underwriters Association at its meeting in Columbus Tuesday.

Veteran Indiana State Agent Taken By Death



CHARLES J. RICHMAN

TIPTON, IND., April 1.—Charles J. Richman, retired Indiana state agent of the American died at his home here early this morning of heart attack He had held executive office in several field men's organizations and was past most loyal gander Indiana Blue Goose. A son Ralph E. Richman of Hartford, is vice-president of The NATIONAL UNDER-

Study Mutual and Stock Record in Ten More States

(CONTINUED FROM PAGE 5)

assumed by stock companies in 1933 was

27 percent less than in 1929.
Mutual premiums declined 2.93 percent from 1929 to 1933, recovered 24.47 percent in 1934 and remained 20.82 per-

cent below 1929.

In 1934, W. U. A. companies had 63.66 percent of the business, W. I. B. 5.99 percent, non-affiliated stock 14.73,

5.99 percent, non-amnated stock 14.10, mutuals 10.68 and reciprocals 4.94.

In Nebraska stock company premiums declined 37.51 percent from 1930 to 1933, recovered 1.96 percent during 1934 and remained 36.28 percent below 1930. Liability assumed in 1934 was only 12.67 percent below 1930. Stock companies received 85.39 percent of Nebraska premiums in 1930 and 82.81 percent in 1934. The average rate was 65 cents in 1934;

Mutual premiums dropped 27.12 percent from 1930 to 1933, recovered 6.07 percent in 1934 and remained 22.69 percent less than 1930.
Stock companies had 79.94 percent of

No Yielding is Seen in the Mexican Restrictions

OUTSIDERS ARE WITHDRAWING

Companies Object to Being Forced to Invest So Large a Percentage in Native Securities

NEW YORK, April 1.—A. S. Hinshelwood, chairman of the Fire Office Committee of London; H. G. Shaw, foreign fire manager of the Northern Assurance, and E. C. T. Gardner, foreign fire superintendent of the Alliance Assurance, constituting the committee of fire company managers that visited the fire company managers that visited the Mexican government officials in connection with the new investment law of that country, were luncheon guests of executives of the various American fire offices represented in Mexico here, the gathering having been arranged by A. R. Phillips, vice-president of the Great American. The committee members stated that while they were received with every courtesy by the Mexican officials, they had been unable to induce them to modify their stand toward foreign insurance institutions.

When the measure requiring all non-

When the measure requiring all non-resident fire companies to invest a heavy resident fire companies to invest a heavy percentage of reserves on Mexican business, in securities of that government, became operative March 16 every one of the institutions affected suspended operations in the country. While fire premiums in Mexico are relatively small those on marine covers of various kinds, are substantial, and it is this type of coverage companies regret losing. As insurance must be secured by those shipping goods, and especially where as is so frequently the case, the transfer of specie and valuable securities, speculation is rife as to where the indemnity will be obtained. will be obtained.

the business in 1934, mutuals 16.59 percent and reciprocals 3.47 percent.
In North Dakota stock company pre

miums declined 40.26 percent from 1930 to 1933, recovered 3.37 percent during 1934 and remained 38.24 percent less than 1930. Liability assumed in 1934 was only 16.61 percent below 1930.

Stock companies received 83.04 percent

of the premiums in 1930, 76.74 percent in 1933 and 75.27 percent in 1934.

Mutual premiums dropped 11.32 percent from 1930 to 1933, recovered 12.01 percent in 1934 and remained .66 percent below 1930.

The stock companies in 1934 had 74.73 percent of the business, mutuals 24.54 percent and reciprocals .72 percent.

24.34 percent and reciprocals .72 percent. In Oklahoma premiums of stock companies dropped 34.42 percent from 1930 to 1933, declined 11.39 percent during 1934 and remained 42.07 percent below 1930. Liability assumed was only 9.81 percent less in 1934 than 1930. Stock

Opens Agency



PHIL C. BRANIFF

Phil C. Braniff of Tulsa, Okla., who has been connected with the Braniff interests, is branching out for himself in 408 Thompson building in that city. He will engage in the real estate, mortgage loan and insurance business. Phil Braniff is well known to the fraternity as not only an excellent business man but a writer. He has been getting up the famous Braniff bulletins or Tebco Messenger. He is disassociating himself from his old organization because he feels that he can extract more profit from his own operations.

companies received 94.47 percent of the premiums in 1930, 92.94 percent in 1933 and 93.38 percent in 1934. The average rate was 81 cents in 1934; \$1.07 in 1930. Mutual premiums declined 15.15 percent from 1930 to 1933, decreased 17.36 percent in 1934 and remained 29.88 percent in 1934 and remained 29.88 percent.

percent in 1934 and remained 29.88 per-

cent below 1930.

In 1934, W. U. A. companies had 81,69 percent of the business, W. I. B. 2.98 percent, non-affiliated stock 6.85, mutuals 6.48 and reciprocals 1.98.

In Ohio, stock premiums declined 32.45 percent from 1930 to 1933, recovered 12.30 percent in 1934 and remained 24.14 percent below 1930. Liability assumed was only 16.77 percent less in 1933 than in 1930. Stock companies received 84.63 percent of the premiums in 1930, 86.92 percent in 1933 and 87.36 percent in 1934. The average rate was 56 cents in 1933; 67 cents in 1930.

Mutual premiums dropped 44.05 per-cent from 1930 to 1933, recovered 7.98 percent in 1934 and remained 39.58 be-

Stock companies in 1934 had 86.84 percent of the business, mutuals 12.56 percent and reciprocals .6 percent.

In South Dakota, stock premiums declined 51.7 percent from 1930 to 1933, recovered 8.08 percent during 1934 and remained 47.80 percent below 1930. Ligar remained 47.80 percent during 1934 and remained 47.80 percent below 1930. Liability assumed in 1934 was only 16.6 percent below 1930. Stock companies received 80.68 percent of the business in

1930, 73.9 percent of the business in 1930, 73.9 percent in 1933 and 72.74 percent in 1934. The average rate was 95 cents in 1934; \$1.18 in 1930.

Mutual premiums, including farm, declined 14.77 percent from 1930 to 1933, recovered 14.71 percent in 1934 and remained 2.83 percent below 1930.

mained 2.23 percent below 1930.

In 1934, W. U. A. had 66.53 percent of the business, W. I. B. 3.95 percent, non-affiliated 2.25 percent, mutuals 27.26 percent.

Bennett to Be Speaker

Secretary W. H. Bennett of the National Association of Insurance Agents will be one of the chief speakers at the annual meeting of the Texas body at Fort Worth, May 21-22.

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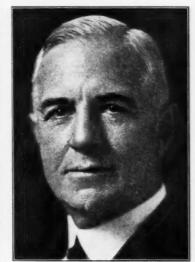
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Western Management Change



CHARLES R. TUTTLE



W. P. ROBERTSON

One of the most important changes in western insurance circles is announced this week in the retirement of General Manager C. R. Tuttle of the North

America group and the appointment of W. P. Robertson as his successor. Both are prominent figures in the field and are highly esteemed.

Robertson at Helm as Tuttle Retires

(CONTINUED FROM PAGE 3)

called to the western department of the Continental in 1898 to be assistant manager. He was given the title of second vice-president in 1914. He remained in his post until 1916 when he was appointed western manager of the North America group, he later on taking the title of general manager. Mr. Tuttle has been an outstanding figure in the business. He served for two terms as president of the old Western Union, he is a trustee of Armour Institute of Technology, director of the Western Adjustment, Uniform Printing & Supply Co. and the National Security Fire. Mr. Tuttle has been eminently successful in his work with his own company and in organization activities. called to the western department of the organization activities.

Robertson a Popular Man

ed

as

Mr. Robertson became manager of the western department of the Alliance Mr. Robertson became manager of the western department of the Alliance of Philadelphia in April, 1922 and in that capacity acted as assistant manager for all the North America group. Mr. Robertson however gave special attention to the Alliance. Mr. Robertson is a native of Kenosha, Wis. He entered the insurance business as a local agent at Albion, Mich., in 1896 and two years later became special agent of the Palatine. Then he was appointed Michigan state agent for the Niagara Fire and in 1902 was appointed to a similar position with the old Phenix of Brooklyn. When J. H. Lenahan retired from the management of the Fidelity-Phenix to become United States manager of the Nord-Deutsche, Mr. Robertson was appointed executive special agent in the western field. The company retired on account of the war and then Mr. Robertson.

WANTED

Engineer with Rating Bureau experi-ence or graduate of Armour Institute, for Milwaukee Agency. Address D-16, care The National Underwriter Co.

AGENCY WANTED

Experienced insurance man interested in purchasing general insurance agency in large city in III., Ohio, Mich., Ind., Wis., or Iowa. Give details. Replies treated in confidence.

ADDRESS D-13, NATIONAL UNDERWRITER

son continued in Michigan field service. He was one of the conspicuous men in

He was one of the conspicuous men in that state.

Mr. Robertson, like Mr. Tuttle, has been very active in organization work. He was given the title of assistant to the president in addition to his regular activities, he becoming the public relations man for the North America. He attends the meetings of the National Convention of Insurance Commissioners and agency meetings. He is one of the most popular men in the ranks, having a wide circle of friends. wide circle of friends.

American of Newark Has **Announced Some Promotions**

(CONTINUED FROM PAGE 4)

tinuing there for nine years as inspector, sprinklered risk engineer and head

of the sprinklered risk engineer and head of the sprinklered risk department.

In 1920 he went to the American of Newark as special agent for up-state New York. In 1923 he was brought into the home office as superintendent of the improved risk department, and in February, 1927, was elected assistant secretary, in charge of the southern de-partment. On March 26, 1936 he was elevated to a vice-presidency.

Watters Tells Some Angles of Social Security Problem

(CONTINUED FROM PAGE 4)

ployer is located has passed an unemployer is located has passed an unemployment compensation act. A tax must be paid to the federal government, but if the state does not have such an act, the employes will get no benefit.

After the meeting, Mr. Watters said that there are 12 states which now have unexployment correction acts. They

unemployment compensation acts. They are Wisconsin, North Carolina, District of Columbia, Alabama, California, Indiana, Massachusetts, Mississippi, New Hampshire, New York, Oregon and Washington. Utah has passed such an act, but the governor has not yet issued a proclamation.

The meeting was in charge of Lloyd Brown, assistant western manager of the Firemen's and most loyal gander of the Illinois Blue Goose. Mr. Watters was introduced by C. M. Cartwright of The NATIONAL UNDERWRITER.

The Automobile Mutual Indemnity of ew York has been licensed in Kentucky.

To Kansas Agents:

A strong, independent (non-affiliated) fire insurance company desires to open correspondence with responsible Kansas agents.

This company, now preparing to enter Kansas, will operate directly from the home office and wishes to establish connections with reliable agents in the leading cities and towns. It wants agents who will appreciate a direct connection, without the intervention of a general agent or special agent. Liberal commissions to those who can qualify. The company has policyholders' surplus of more than \$2,000,000 and ample reinsurance facilities.

We do NOT desire letters from prospective field men, so please do not write.

GULF INSURANCE COMPANY DALLAS, TEXAS

Fire, Tornado, Automobile Insurance

THE LONDON & LANCASHIRE INSURANCE COMPANY, LTD.

ORIENT INSURANCE COMPANY

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GILBERT KINGAN, Manager Eastern Department 20 Trinity St. Hartford, Connecticut

W. W. GILMORE, Manager Pacific Department 332 Pine St. San Francisco, Cal.

C. CLAUSSEN, Manager Western Department 223 W. Jackson Blvd. Chicago, Illinois

For Over Fifty Years Good Friends of Local Agents

Texas Fire and Windstorm Rate Reduction Proposed

TAKEN UP BY COMMISSIONERS

Mauk States Principle of More Business Rather Than Loss Records Supports Cut Suggestion

The Texas board of insurance commissioners Tuesday received proposals for numerous reductions in fire and windstorm insurance rates on various classifications. Raymond Mauk, fire commissioner, suggested a material re-duction in windstorm rates on household goods to attract a larger volume of business, by which loss experiences

might be improved.

Mr. Mauk said the principle of more business rather than loss records supported the proposal to cut rates in in-land areas from 30 to 20 cents and in coastal counties from 55 to 35 cents. cents. Records showed relatively small cents. Records showed relatively small amount of such protection was carried. Modification of classification restrictions on public buildings which were entitled to 25 percent credit was proposed. Current rules limit credit to buildings owned and occupied exclusively by governmental agencies. clusively by governmental agencies. Modification was proposed to permit limited occupancy by other than governmental tenants.

Ask for Occupation Rating

Insurers asked for an occupation table rating for rental liquor stores and groceries with beer parlors. Breweries sought rate reduction. El Paso insurance men suggested 15 percent credit on schools for monthly inspections by school authorities. The commission proposed classification of orphanages under school rates, which would effect reduction. Elimination of occupation table charges was proposed to effect reduction. Elimination of occupation table charges was proposed to effect reductions on barber shops with no hot water heating equipment and doctors' and dentists' offices in fireproof buildings.

The commission indicated favor to a proposal to establish separate schedules for fireproof and non-fireproof flour and cereal mills; both are rated now under one schedule.

also were sought on

newspaper plants, hotels of brick, fire-proof and semi-fireproof construction and fireproof and semi-fireproof construction for offices.

Fire insurance men in these sections say there is a clamor for reduced fire insurance rates. They admit on the face of actual figures there is a basis for the demand. But the rate is fixed upon the demand. But the rate is fixed upon the loss ratios for the state, with the exception, of course, of credits and penalties for good and bad fire records. The insurance men declare the low loss ratios can not continue forever. They say there will be heavy losses sooner or later, and contend that has been history everywhere. They say buildings are getting older all the time and that continued low losses breed contempt for proteclow losses breed contempt for protec-tion against fire hazards. They say if the rates are reduced they cannot profit-ably do business in Texas because, while the losses are abnormally low in some sections, they are still abnormally high in others. It seems that there will have to be increased fire losses in these sections. tions if present premium incomes are to be maintained.

It is different in north and east Texas, where the four year loss ratios will probably run nearer 60 percent than 20, insurance men say. Rural losses de-creased materially in 1934 and 1935 and taking the state as a whole the 1935 ratio probably will be below 50 percent.

Three Changes in New England

BOSTON, April 1.—Three important changes in the manual of the New England Insurance Exchange were announced by Secretary Ralph Sweetland, namely the adoption of a pro rata reduction rule for merchandise or stock; a new additional hazards supplemental contract and an agreed amount clause for use and occurancy. for use and occupancy.

S. T. Dunlap to New York

S. T. Dunlap, who has been con-nected with the home office marine department of the North America, has been transferred to New York as an assistant manager of inland marine.

Cook County Field Meeting

The Cook County Field Club will meet at luncheon April 6 in the Great Northern Hotel. Chief George E. Graves of the fire prevention bureau of Chicago, will be the speaker.

Fireman's Fund Group in New Western Offices

ALL IN INSURANCE EXCHANGE

Three Grand Divisions of This Notable Fleet Are Housed in Strictly Modern Quarters

The Fireman's Fund is in the spot-light in Chicago this week. Installed in handsome, new offices in the Insurance Exchange building, there has been a succession of housewarming functions of a gala friendly nature, culminating in an all-day reception Wednesday, at-tended by friends of the western fire, marine and casualty departments. The western fire department was host

The western fire department was host to supervising agents at a luncheon in the Union League Club Wednesday, Manager Buck presiding. He and some of the Fireman's Fund officials spoke informally. A "family" gathering was held in the evening at the same place, Vice-president E. T. Cairns presiding. This dinner was especially for field men from the 15 states and three provinces of Canada, some 30 attending. Members of the Fireman's Fund group staff in Chicago also were present. Chicago also were present.

Three Months' Accomplishment

The open house Wednesday continued informally throughout the day, being less of a celebration than a friendly reception with sightseeing tours. The vis-itors were greatly interested in the un-usual facilities of the office which in spite of its elaborateness is a product of

spite of its elaborateness is a product of only three months' work.

The lease was signed late in December. It was necessary for the air conditioning equipment to be especially designed and built. Sound proofing was carried out on an extensive scale, with particular attention to the stenographic and policy writers' rooms, and all exposures alongside the elevated system. Save for a few fine desks, all the old equipment was discarded and replaced by most modern office fixtures. Tables are steel and all chairs of employes solid cast aluminum. The large supply rooms were completely fitted with steel shelves. A considerable part of the space has a sound deadening ceiling covering. Light fixtures are of modernistic indirect illumination design, made of spun alu-

minum. The air conditioning equipment has provision not only for humidifying, cleaning and cooling the air in summer time, but also warming it in winter, to supplement the building's heating system, the control being automatic by thermostat mostat.

The policy writing and stenographic force of the western fire department is in a separate glass enclosed room, so that the clatter does not disturb the general office and in the marine department under Manager E. D. Lawson this work is segregated and out of sight for the

is segregated and out of sight for the same purpose.

Among the Fireman's Fund group officials present in Chicago, in addition to Vice-president Cairns, were R. V. Goodwin of New York, vice-president of the indemnity company; F. B. McBride, Atlantic marine department manager at New York; James F. Crafts, assistant manager of the eastern fire department, Boston; Frank A. Sewell, assistant manager of the southern department, Atlanta; J. V. Nutter, general agent at Winnipeg for western Canada, and Henry E. Knoblock, assistant secretary indemnity company. indemnity company.

Historical Brochure

In connection with the establishment of the new offices, a very valuable historical brochure is being distributed wherein many interesting facts concerning the opening of the department are given. In fact, a history of the company in a way itself is included in this volume. The western department was established in Chicago, July 1, 1872, by the late Thomas S. Chard. He was succeeded by John Marshall, Jr., and F. H. McElhone, both of whom are dead. W. A. Chapman served as manager from 1920 to 1929, when he was succeeded by the present incumbent, S. M. Buck. In addition to the history of the central department there is a sketch of the western marine division, which was opened in 1923. The redoubtable E. D. Lawson is now the manager, having assumed his position April 1, 1930.

The Fireman's Fund In demnity opened its Chicago office Dec. 15, 1930, appointing John Pabst as manager. He had been manager of the Indemnity Insurance Company of North America.

The booklet is full of information given In connection with the establishment

had been manager of the Indemnity Insurance Company of North America.

The booklet is full of information giving the names of field men of the Fireman's Fund, past and present, and reciting many instances of the activities of the company in the middle west.

Mr. Pabst entertained about 40 friends Monday evening, mainly branch executives of other casualty companies. The party gathered to inspect the new offices and then went to the Union League Club for a reception. Mr. Goodwin and Mr. Knoblock were present for this function and Mr. Lawson escorted Mr. McBride.

Handling Mortgage Clause for Multiple Interests

Despite the fact that the companies in the west have agreed that separate full mortgage clauses covering as many as two and sometimes three different in-terests should not be used, such practice is followed by a good many agents and is a frequent source of discussion be-tween agents and companies. The companies have come to the conclusion that a separate full mortgage clause to two or more parties under the same policy contract could, under certain conditions, be urged in support of claims under the policy for a total in excess of its principal excess.

cipal amount. The companies desire that in all such cases, the requirement be made that one mortgage clause should carry notice of each of the mortgage interests as first each of the mortgage interests as first mortgagee, second mortgagee, third mortgagee, etc., such recognition to be extended under a limitation of liability under the mortgage clause to an amount not exceeding the face of the policy; or to accept one mortgage clause in the name of the first mortgage only and the following mortgages interests to be the following mortgagee interests to be recognized only under a loss payable

HOSTS IN FIREMAN'S FUND OFFICES



SAMUEL M. BUCK Western Manager This week in the great Insurance Exchange in Chicago the Fireman's Fund group is receiving friends in its new offices that are air-conditioned and sound proof. The three managers all



EDWARD D. LAWSON Western Marine Manager



JOHN PABST Fireman's Fund Indemnity Manager

John Pabst, manager of the mid-western division of the Fireman's Fund Indemnity, are all ensconced in new quarters, which have been arranged to furnish the maximum efficiency and comfort.

NEWS OF FIELD MEN

Star & British Dominions to Succeed F. E. Dickerson

D. P. Hague-Rogers, for some years past special agent in western Pennsyl-vania and West Virginia for the Eagle Star & British Dominions, has been ad-Star & British Dominions, has been advanced to Ohio state agent in succession to F. E. Dickerson, resigned. A native of England and educated in that country, Mr. Hague-Rogers, after finishing college served for a time in a prominent London insurance brokerage house. In 1928 he gained a connection at the United States head office of the Eagle Star & British Dominions in Reagle, Star & British Dominions in New York City, creditably filling various posts and qualifying for the responsible position he now assumes. He has established headquarters at 51 N. High street, Columbus.

Kentucky Field Men Plan Meet

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The Kentucky Fire Underwriters Association is plasming to hold the semi-annual meeting at French Lick, Ind., in the early part of June. It is planned to return to Louisville in time for the Kentucky Association of Insurance Agents meeting, either the first or second week.

Blue Goose Women Meet

Wisconsin Women of the Blue Goose observed their fifth anniversary at the March meeting with a luncheon and bridge at Milwaukee, at which the following officers were nominated to be elected in April: Mrs. C. E. Hayne, president; Mrs. G. H. Hannan, vice-president; Mrs. F. R. Daniel, secretary, and Mrs. W. R. Hunter, treasurer.

Gibbons Succeeds Lake

W. S. Gibbons has been appointed special agent of the St. Paul Fire & Marine in northern Kansas, with head-quarters at Wichita. He succeeds the late P. L. Lake, state agent for many years in that field. For 11 years Mr. Gibbons was in the hail department with Van Arsdale & Osborne, general agents of the St. Paul at Wichita, and previous to that was an agent at Meade, Kan., for 10 years.

Montana Blue Goose to Meet

BUTTE, MONT., April 1.—The annual meeting of Montana Blue Goose will be held here April 11, when officers will be elected and delegates named to the grand nest at Oklahoma City. April 10 is scheduled for the semi-annual gathering of Montana Special Agents' Association.

To Hold Town Inspections

Town inspection by the Tennessee Fire Prevention Association will be held at Ripley, April 7.

The South Dakota Fire Prevention Association will make an inspection of Gregory, April 9. The local fire department, local agents and the chamber of commerce are cooperating in the event. In the inspection held at Girard last week by the Ohio Fire Prevention Association, 87 risks were examined, 74 were found defective and 263 recommendations were made.

Open K. C. Clubrooms

KANSAS CITY, April 1.—The opening of permanent Blue Goose clubrooms by the Heart of America pond was celebrated here Monday with more than 60 field men, adjusters and guests in attendance.

Harold Trautman, field man recently transferred to Denver, wired congratula-tions. Among guests were Fritz Harbi-

Appointed Ohio State Agent | son, Plattsburg, Mo., local agent; A. J. Knipp, Sedalia agent; J. Ed. Smith of the Kansas fire marshal's office, Walter Gage and Ralph Truman of the National

Joins Home at Houston

W. P. Nabers, formerly Texas state agent for the Tokio group, has been named general agent for the Home of New York. His headquarters will be

Virginia Club to Meet

The annual meeting of the Fire Insurance Field Club of Virginia will be held at Virginia Beach, April 8-9. Only routine business, including reports covering the year's activities, is slated for transaction, according to Joseph NJacobs, president, who is scheduled to succeed himself for another year. The other officers are: Francis Spencer, vice-president; Albert C. Word, treasurer; O. B. Roberts, secretary.

Alber to Go to Michigan

L. D. Alber of the engineering service department of the Home of New York is being transferred to Michigan with headquarters in Detroit.

Hear Sheriff in San Francisco

D. C. Murphy, sheriff of San Francisco and a recognized authority on crime prevention and the parole system, addressed the San Francisco Blue Goose at its luncheon meeting March 30. W. E. Schoppe, National Automobile Theft Bureau, presided.

A special dinner and celebration is to be held April 17 in commemoration of the 1906 disaster.

Fresno Puddle's Ceremonial

The Fresno (Cal.) puddle of the Blue Goose will hold a ceremonial and bar-becue the evening of April 3 and all day

The Illinois State Fire Prevention Association will conduct an inspection of Decatur, May 26.

New Post for Talbott

New Post for Talbott

In the reorganization of the state government of Kentucky, which is scheduled to take place following passage of the state reorganization bill last week, the report is that J. Dan Talbott, who is now insurance commissioner, will become head of the department of finance. When Mr. Talbott was made insurance commissioner, the general impression was that he would serve only temporarily and that he was slated for a more important position, politically, when the state reorganization bill should pass. There is a report that Utilities Commissioner Beckham will become head of the business regulation department. This bureau is to have charge of the insurance division and Mr. Beckham will thus have the appointment of an insurance director in his hands.

Insurance people were distressed that the budget bill reduced the appropriation for the insurance department from \$120,000 to \$90,000.

Coast Line Fire Incorporated

Coast Line Fire Incorporated

The Coast Line Fire of Maryland has been incorporated with its home office at Baltimore. Harry F. Legum, president of the Chesapeake Finance & Credit Co., is president; M. E. Edelson, vice-president and secretary, who was formerly vice-president, secretary and counsel for the Sun Mortgage Company. Selig Miller, who was connected with the People's Loan office of Baltimore, is treasurer. Messrs. Legum and Edelson, and H. E. Miller, head of the People's Loan Office and A. M. Legum and J. L. Legum, owners of the Ford Special Motor Car Company at Baltimore, are directors. Baltimore, are directors.

The TOKIO

MARINE AND FIRE INSURANCE COMPANY, Limited

Established 1879

United States Fire Branch: 80 John Street, New York

J. A. KELSEY, General Agent GEORGE Z. DAY, Ass't Gen. Agent

U. S. Statement December 31, 1935

PREMIUM RESERVE	1,908,849.27
OTHER LIABILITIES	740,265.75
SURPLUS TO POLICYHOLDERS	10,765,182.99
TOTAL ASSETS	13,414,298.01

Bonds & Stocks valued on New York Insurance Department Basis. Securities carried at \$623,876.12 in the above statement are deposited in various States as required by law.

Chicago Branch: 175 West Jackson Blvd.

Alfred J. Couch

Manager Brokerage and Cook County Depts.

ROSSIA INSURANCE COMPANY OF AMERICA

Year Ending December 31, 1935

ASSETS

Cash\$ 797,823.35
Bonds
Stocks 2,664,125.35
Mortgages 98,166.08
Reserves held by Ceding Companies 378,923.23
Balances due from Companies 654,617.74
Accrued Interest 29,387.81
Real Estate 428,217.00
\$7,319,303.99

LIABILITIES	
Premium Reserve	\$2,825,230.67
Reserve for losses and loss adjustment	
expenses	
All other liabilities	
Capital\$1,500,000.00	
Net Surplus 2,131,331.32	
Surplus to Treatyholders	3,631,331.32

On the basis of December 31, 1935, actual market quotations for all bonds and stocks owned, this company's total admitted Assets would be increased to \$7,423,553.04 and the Surplus to Treatyholders to \$3,735,580.37. Securities carried at \$311,750 in the above statement are deposited as required by law.

More Than Thirty Years of Reinsurance Service to Direct Writing Companies

CARL F. STURHAHN, President

115 BROAD STREET HARTFORD, CONN.

116 JOHN STREET NEW YORK, N. Y.

\$7,319,303.99

EDITORIAL COMMENT

Shows Value of Insurance

ways against the companies and there is ness to get an average. Some companies entered the flood insurance field in the past, writing a considerable business for two or three years and then as they profoundly studied the hazards they concluded that it was purely a gambling proposition. The exposure is too great. A company at one time may be involved in 10 "conflagrations," so to speak. In other words, a single flood may involve a number of points where there are high values. Along the rivers desire protection. Flood insurance could be readily sold to them. Those more remote from danger would not carry it because they realize that they are free from flood peril. Insurance is based on averages and if it is impossible to get an average then indemnity cannot be safely furnished.

The absence of flood insurance cerpoint in selling other kinds of insur- pects and assured.

Underwriters in general will agree that ance. The question naturally arises after insurance cannot be granted safely the flood of March as to what will be against flood because the selection is al- the effect on concerns having considerable values that are exposed to possible not enough of the non-hazardous busi- flood damage so far as their credit is concerned. We can readily surmise how chaotic would be the condition in business and commercial lines if there were no fire insurance. We realize the need of protection in many different ways. An individual or a business is perfectly willing to pay out a certain sum of money every year to avoid loss. A loss of any kind should never be desired. To the honest policyholder any sort of a claim means a certain amount of disturbance. There are some people and in the lowlands, concerns naturally and businesses where possible loss from other perils than fire might involve a greater loss. One of the most vexing questions today to those that are exposed to flood damage is how to chart their course in the future where credit must be arranged. It will be seen that insurance is the very basis of credit and is the handmaiden of all kinds of business. Local agents can well use the flood sittainly can be used as a great talking uation as an insurance lesson with pros-

Commissioner Sullivan's Action

INSURANCE COMMISSIONER SULLIVAN of may assume large proportions and draw Washington, president of the NATIONAL ASSOCIATION OF INSURANCE COMMISSION-ERS, deserves credit for the position that he took on the subject of the proposed program for a federal corporate surplus tax on undivided profits of insurance companies. Commissioner Sullivan addressed a telegram to the House ways and means committee, calling attention to the fact that insurance companies should be exempt because of the desirability of all classes of insurance institutions having large surpluses in order that they may meet unexpected catastrophies. This, he held, should apply of insurance exempt from unseen perils that way.

heavily on funds. If insurance companies would not be able to meet the demands at a time like this, Commissioner Sullivan called attention to the fact that chaotic conditions would result.

As students of economics and business study the question more thoroughly they appreciate the fact that forced distribution of dividends in this way would be economically unsound and unwise. Commissioner Sullivan took a forward view and looking at the matter from the standpoint of a state supervisor and head of the commissioners' organization he did not hesitate in every direction because there is no class to express his views in a very definite

Giving Manager Home Office Title

manager of the AMERICAN of Newark to those mentioned, the FIREMEN'S of Newgroup as vice-president and the recent ac- ark, Great American, Boston and Old tion of the Springfield Fire & Marine Colony, Security of New Haven and fleet in electing JOHN C. HARDING as executive vice-president and W. H. LININ- ATLAS, have home office titles in the west-GER vice-president, managers of its western ern department. office, calls attention to the fact that a number of companies now have heads of their a regular official in the west it gave a This movement toward establishing an of- manager official power. This in many

THE election of ROBE BIRD, western of the AMERICA FORE group. In addition ALBANY, which is a subsidiary of the

It was Mr. Evans' idea that by having western departments as vice-presidents. company more prestige and reposed on the ficial of the company in the west started cases took the burden from the home ofwith the late Henry Evans, who was head fice of certifying to a number of docu-

ments where an official had to affix his and there are no other home office official signature. It was found to be desirable titles, some companies have made their and useful to have a regularly elected assistant managers secretaries and also officer in the west where head office direct have given the title of assistant secretary contact was needed. While in certain cases to the next men in line. These titles only the manager becomes vice-president often have a practical value.

Reduced Insurance Rates

are confronted with criticism from the public on the ground that their rates are too high, especially as the companies made good money last year. The stock fire insurance companies have done a magnificent piece of work in this country in making buildings better, in undertaking systematic and intelligent fire prevention campaigns, in urging municipalities to pass more stringent regulation of buildings, wiring, occupancy, etc. The National Board through its inspection department makes a systematic survey of fire fighting defense of cities and brings out the weak spots.

During the last 25 years or more insurance rates have decreased in the neighborhood of 38 percent. Last year there was material reduction where conditions of the insurance product.

Every now and then fire insurance men warranted on slow burning construction and other classes which gave every reason of continuing to show a lower loss ratio. The fire companies have now a far greater liability on their books and they have received less money for carrying it.

The public should understand that these well ordered fire insurance companies are here to give sound indemnity. They are confronted with the prospect always of the unexpected and unusual when they may be called upon to drain their coffers of millions of dollars. Therefore it is necessary, in our opinion, for these companies to carry ample reserves to meet all emergencies. The surplus of a company should not be ignored. That should always be kept at a high point. It is a big part

PERSONAL SIDE OF BUSINESS

Patricia Ellis, the movie actress, is a daughter of **Eugene G. O'Brien**, who has just been appointed state agent in Michigan for the Pearl, with general supervision of the state.

M. F. Grim of Columbus, Ohio state agent, will commemorate 25 years' service with the Phoenix of Hartford May 1. He started his insurance career as an office boy and supply clerk with the Franklin of Columbus in 1887 and became secretary of the company in 1895. He joined the Phoenix May 1, 1911.

After seven weeks at Coral Gables. Fla., with his family, A. B. Whittemore, Indiana state agent Glens Falls, is back on the job in Indianapolis. Mr. Whittemore had been advised to take a complete rest and reports that he now feels in fine fettle.

Miss Jean O'Connor, daughter of A. J. Miss Jean O'Connor, daugnter of A. J. O'Connor, vice-president of Leedom O'Connor & Noyes Co., Milwaukee, has been named Pan-Hellenic president for 1936-37 at the University of Wisconsin where she is a junior and a member of Gamma Phi Beta.

H. R. Vernor, 81, dean of Michigan local agents, died at his home in Detroit after an illness of two weeks with pneumonia. He was for a number of years the oldest active head of a fire and casualty agency in the state. Born in Detroit August 16, 1855, he was educated troit August 16, 1855, he was educated in Detroit schools and Helmuth College, London, Ont. In 1876 he joined the Vernor Brothers Agency which had been established in 1852 by his father, J. S. Vernor, and his uncle, Benjamin Vernor, and in August would have rounded out 60 years with the agency. The agency has been conducted for 20 years by Mr. Vernor under the Vernor Brothers name and has represented the Brothers name and has represented the Springfield Fire & Marine since 1857;

the Royal since 1867 and the Queen the Royal since 1867 and the Queen since 1859. It has represented many clients for 50 years or more and has handled the insurance of three generations of the same families in some instances. In his earlier years Mr. Vernor was active in both the Michigan Association of Insurance Agents and the Detroit Association of Insurance Agents being a past president of both Agents, being a past president of both organizations.

R. B. Leary, associate member of the Richmond, Va., local agency of Claiborne & Goddin, is the father of a son. The mother is the former Mary Hugh Kirkpatrick, daughter of Hugh W. Kirkpatrick, Virginia state agent for the Atlas Mr. Leary formerly, was Virginia to the Mr. Leary formerly, was Virginia and Mr. Leary formerly was Virginia and Mr. Lea Atlas. Mr. Leary formerly was Virginia special agent for the old Petersburg Fire.

William Deans of the Selbach & Deans general agency, San Francisco, has left for an extended vacation trip to Europe. Mr. Deans is accompanied by his wife and will be absent about three months.

R. R. Martin, United States manager of the Atlas of London, is en route to the Pacific Coast intending a visit to the departmental office of his company in San Francisco. He will likely return to New York within the next three weeks.

When Wisconsin field men strike Janesville, Wis., Thursday or Friday they always seek Manager Harry B. Doten of the Monterey Hotel where they all stop, because he is one of the close readers of The National Underwriter and always has his copy on hand ready for insurance men when they register at his hostelry. Mr. Doten is just as good an insurance man as he is manager of a hospice. He sprang from Chillicothe, Ill., where his father and he were in the

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E. J. Wohlgemuth, President
Levenno Cartwhight, Ass't Man.

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Curis C. Crocker, Vice-President.

H. J. Burainge, Vice-Pres.

JOHN F. Wohlgemuth, Secretary
Associate Managers: W. A. Scanlon, G. C. Roeding, O. B. Schwarz

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hotel business and also had a local hotel business and also had a local agency. Mr. Doten then became special agent of the Home of New York in Illinois when the late Fred T. Wise was state agent. Later on he was western supervising field man for the City of New York and then for the Girard F. & M. He became manager of the New York Casualty at Chicago, retaining that position until it combined its office with the American Surety. the American Surety.

A. G. Dugan, general agent in the west for the Hartford Fire, has returned from a winter vacation in Florida. He made his headquarters at Delray Beach, between Palm Beach and Miami. W. C. Boorn, associate general agent, is still in St. Petersburg. He will return some time in April. time in April.

R. L. Tanner, secretary of the New York Underwriters, has been making a western trip, visiting among other places, St. Paul, St. Louis, Kansas City, Omaha and Chicago.

T. S. Moss, agency superintendent in the western department of the Hartford Fire, who has been confined to the St. Francis hospital in Evanston, Ill., suffering from leukemia, for more than two months, has shown some improvement in the last few days and there is a possibility that he may be removed to his home within a week or two.

F. P. Stoddard, who retired last summer after having been connected with the Eastern Underwriters Association

the Eastern Underwriters Association for several years, died as a result of a fall from the 10th story of the Robert Treat hotel in Newark. He was at one time secretary of the Agricultural. He was about 53 years of age.

Mr. Stoddard, a native of Camden, N. Y., entered the business in 1908 when he became assistant special agent for the Great American with office in Syracuse. He was a special agent for that company until 1919 when he was named state agent for the National Liberty. A year later he went to Watertown to become an assistant secretary of the Agricultural, and in 1924 he was made secretary. He resigned from this position a couple of years later, and left Watertown.

The 40th anniversary of the founding of the J. E. Lutz & Co. agency of Knoxof the J. E. Lutz & Co, agency of Knox-ville is to be celebrated at a dinner there April 23. That date was selected by E. R. Lutz, head of the agency, because it is immediately after the annual con-vention of the Western Underwriters Association in White Sulphur Springs, W. Va. Officials of companies reprew. va. Officials of companies represented in the agency will be able to attend the dinner on their way back from that convention. The toastmaster will be W. B. Flickinger, assistant western

REJECTED RISKS

Irishman Speaks in Italian Would be a big Success A pet Radio Peeve

Deputy Commissioner Michael J. Bradley of Pennsylvania, who is Irish, appeared at Philadelphia's foreign broadcasting station WRAX on St. Patrick's Day, with a shamrock in his lapel, and broadcast a translation of Commissioner Hunt's address on the crooked insurance drive in perfect Italian Mr. Bradley's wife is an Italian whom he married in Rome during the war. Rome during the war.

Let some one relate the subtle yet gruesome details of how he was "touched" for \$15 or \$25. The reaction of the listener will invariably be "If that fellow only used his ability and ingenuity along legitimate lines, he would be a big success."

Our pet radio peeve: Announcer: "Go to your nearest dealer and buy a can of High Flying Flea Exterminator today." We demand a change in time. Let announcers advise next Tuesday or even Wednesday noon.

Is Now a General



RAY A. YENTER

Ray Yenter of Des Moines, former Iowa insurance commissioner, has been Nay Tenter of Des Moines, former lowa insurance commissioner, has been promoted to the post of brigadier general of the Iowa National Guard and has been assigned to command the 57th National Guard cavalry brigade, which consists of the 113th cavalry Iowa National Guard and the 114th Kansas Cavalry National Guard. Mr. Yenter, since retiring as commissioner in June, 1931, has practiced law in Des Moines and served as special counsel for the Yeomen Mutual Life. He was commissioner from March 1, 1926, to June 20, 1931. He has had more than 20 years service in the National Guard and was on the Mexican border with the First Iowa Cavalry in 1916-17. During the world war he was captain of the field artillery and served in France. For the last six years he has been in command of the 113th cavalry Iowa National Guard.

manager of the North America. Other officials who will attend include W. H. Riker, western manager of the North America, and E. A. Henne, vice-president and western manager of the Amer-

ica Fore.

E. R. Lutz, whose father was J. E. Lutz, founder of the agency, is also president of the Tennessee Fire.

Haskell Noyes, president of Leedom-O'Connor & Noyes Co.; Lawrence Hautz, Travelers, and Harold W. Pripps, assistant manager Fidelity & Deposit, all of Milwaukee, have been named delegates to the national convention of the Izaak Walton League of America in Chicago, April 16-18.

H. H. Wood, local agent at Skanea-teles, N. Y., died there after having been ill for more than a year. For many years he was with the State Mutual Life in Syracuse, moving to Skaneateles about nine years ago when he purchased the Durston & Presley agency.

Edward W. Miller, a local agent at East St. Louis, a member of the firm of Bokum & Miller, is a candidate for state treasurer for the Republican primaries. He was a candidate for the same office a few years ago.

W. W. Gilmore, Pacific Coast manager of the London & Lancashire group, sailed Monday for a business visit to the Hawaiian Islands. He will be gone about three weeks.

Paul C. Grider, Louisville, Ky., secretary Kentucky Fire Underwriters Association and special agent for the North British fleet, is in a very critical condition due to an acute attack of Bright's disease, which it was reported had paralyzed his kidneys. He became ill at

Ashland, Ky., returned to Louisville, and was immediately taken to the hos-pital. He has served as secretary of the Fire Underwriters Association for nearly seven years.

Ralph Learn, assistant western manager of the Aetna Fire, has been in Indianapolis participating in the annual tournament of the American Bowling

Jay Weeks, one of the Minnesota state agents for the Home of New York group, has been confined in a hospital at Minneapolis the past few weeks.

M. D. Price, one of the secretaries of the St. Paul Fire & Marine, has been on a tour of eastern cities the past two weeks.

A. C. Harrod, manager of the Western Adjustment at Lima, O., has undergone a serious operation at Memorial hospital and is now recovering there.

The Dallas Insurance Agents Association has passed appropriate resolu-tions on the death of **G. Mabry Seay**. One of the resolutions stated, "We always considered G. Mabrey Seay as the dean of all insurance men in the south-

Mortensen Develops Polite Way of Treating Sinners

MILWAUKEE, April 1.—Insurance Commissioner Mortensen has developed a polite form of fining companies that he believes are in violation of the statutes. In Wisconsin, it has been held that the insurance commissioner does not have the power to fine an insurance. have the power to fine an insurance company, that if he has reason to becompany, that if he has reason to be-lieve a company has been violating a statute, he must refer the matter to the attorney-general for formal action. However, the commissioner does sug-gest that a company contribute some-thing to the state school fund. Just re-cently he suggested to a company which had been writing under a marine form cently he suggested to a company which had been writing under a marine form, insurance which the commissioner contended should have been issued subject to the fire insurance rate law that it should pay \$750 to the school fund. The company did so.

Mr. Mortensen apparently is now determined to force all business in the state which involves fire insurance coverage to be subject to the fire insurance rating

to be subject to the fire insurance rating laws. His attitude is causing concern among all types of carriers, casualty, marine and fire.

Reverses Washington Decision

The state supreme court of Washington this week unanimously reversed the ton this week unanimously reversed the five judge opinion reported in volume 82 Washington decisions, and ordered same omitted from published reports. The court now holds that where the assured failed to aid in defense of an automobile damage suit, such failure breached the policy contract and judgment obtained against the assured may not be recovered from the insuring company by garnishment or otherwise.

Illinois Fire Premiums

The premiums of fire companies in Illinois last year amounted to \$54,869,-047 divided among 581 companies. The Illinois companies reported \$3,477,228, companies of other states \$24,566,757 and those of foreign companies \$6,825,-

Charter Oak New Member

The Charter Oak Fire, running mate of the Travelers Fire, has been elected a member of the National Board.



SINGING SOLO FOR 95 YEARS

Our voice may have changed since 1841 . . . but the tune remains the same.

Having started singing in the bathtub in early life, we are not anxious to occupy a place in the rear row of a glee club.

Camden Fire has maintained its independence from groups and subsidiaries up to and including its 95th birthday. We're too old, too strong, and too contrary to make entangling alliances now. Free-minded agents seem to like us that way.



CAMDEN FIRE INSURANCE ASSOCIATION

Camden, New Jersey

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Oppose Ruling on Garages

Indianapolis Agents Debate Order Requiring Specific Cover to Be Carried on Outbuildings

INDIANAPOLIS, April 1.—A meeting of the Indianapolis Insurance Agents Association discussed the recent ruling requiring specific insurance on the dwellrequiring specific insurance on the dwelling form for garages and outbuildings. Much opposition to this ruling has developed. Where an agency has a lot of dwelling business it is a very difficult matter to visit all such risks and value outbuildings. It was stated in the discussion that the same companies which operate in Indiana are accepting a broader form in California and also that they are writing three-year business they are writing three-year business there at two annual premiums and fiveyear business at three annual premiums. Ralph G. Hastings of Washington, Ind., past president of the Indiana Associa-tion of Insurance Agents and member of the membership committee of the National association, was present and talked in favor of membership in the local, state and national bodies. It is under-stood that some of the larger offices in Indianapolis have signed up.

Inspect Lapeer, Mich.

LAPEER, MICH., April 1.—The Michigan State Fire Prevention Association conducted an inspection here this week. J. Burr Taylor, St. Louis, representing the fire prevention division of the Western Actuarial Bureau, Chicago, was the main speaker.

Phone Rate Credit Urged

MADISON, WIS., April 1.—Lower insurance rates for farmers having telephones in their homes, because of their emergency value in summoning help to fight fires, were advocated in an address before the annual convention here of the Wisconsin State Telephone Association, comprising locally owned companies. The farm telephone is often means of preventing spread of fire and saving farm property, Charles C. Deering, Des Moines, Ia., vice-president of the U. S. Independent Telephone Association, told the meeting.

Extend Fire Protection

SAGINAW, MICH., April 1.—A standard form of contract for townships wishing to obtain fire protection from the local department has been prepared the local department has been prepared by City Attorney Sargent here in prep-aration for a series of conferences with supervisors of nearby townships. The subdivisions to be offered protection are Bridgeport, Buena Vista, Carrollton, Saginaw, Spaulding, Thomas, Tittaba-wassee, and Zilwaukee.

Will Not Be Ohio Candidate

State Senator John A. Lloyd, secre-State Senator John A. Lloyd, secretary Ohio Association of Insurance Agents, has withdrawn from the contest for the Republican nomination for lieutenant governor of Ohio. Senator Lloyd is busy with plans for the series of meetings to be held over the state by insurance men and has no time to make

Ask Smrha for Protection

Attorneys for C. A. and W. R. Linch Attorneys for C. A. and W. R. Linch, former officials of the Lincoln Hail have demanded of Director Smrha of Nebraska that he take steps to protect the financial interests of the Nebraska Hail formed by them after the other company was taken over by the depart-

ment. It holds a note for \$15,000 executed by the Lincoln company, which was discounted at the Continental National Bank, and the demand followed notice by the director that he would not license the successor until matters connected with the old company were cleared up. Department attorneys question whether the note is a valid obligation of the Lincoln Hail as it was executed, they say, after receivership proceedings were started. The bank has collected part of the notes pledged

Ayer Elected Trustee

Ayer Elected Trustee

CLEVELAND, April 1.—Fred B. Ayer of the Fred P. Thomas Co. has been elected a trustee of the Cleveland Board to fill the vacancy caused by the resignation of C. O. Ransom. Mr. Ransom, who has been actively engaged in the work of the board for over eight years, found it necessary to resign from some of his official duties in order to devote more time to his own business. The Cleveland Board has made application for a group membership in the American Management Association, with particular reference to the insurance buyers division.

buyers division.

Springfield Unit in the Fold

The Springfield Association of Insur-The Springheld Association of Insurance Agents has been admitted to membership in the Ohio Association of Insurance Agents. Apparently this means that a breach that has existed for some time has now been closed. At one time the agents at Springheld split from the state association and extend a movestate association and started a move-ment to organize a rival body with different principles.

Companies on School Line

KANSAS CITY, April 1.—The new fire and supplemental insurance taken out by the Kansas City school board was placed, by school board requirement, in companies which had been licensed in Missouri five years, and which had \$1,000,000 capital and \$1,000,000 surplus. Board members themselves allocated the insurance, which was written for a five-year period.

Sponsors Farm Program

ST. PAUL, MINN., April 1.-D. W. Johnson, deputy state fire marshal, is sponsoring a program among farmers to get them to enter into contracts with villages and towns for fire protection facilities. Under the plan, farmers cooperate with the towns and villages in purchasing the additional equipment

Ben Aylor Makes Settlement

Ben C. Aylor of Webb City, Mo., has repaid the Scottish Union \$50,000 of the insurance that he collected after an explosion and fire in 1932 at the Rochambeau Hotel in Kansas City. The Scottish Union has agreed to absolve Aylor from further liability in the \$77,500 judgment which was obtained in the federal court. Payment of the remaining \$27,500 will be up to the estate of Hugh A. Thompson. The

estate of Hugh A. Thompson. The latter was co-defendant with Aylor.
At the trial last June, Federal Judge Otis informed the jury that in order to sustain a writ of attachment against Aylor, it should find in its own mind that Aylor was guilty of any of five charges raised by the Scottish Union in connection with the Rochambeau fire: Arson, conspiracy to commit arson, making a false affidavit, fraud by writ-

ing, obtaining money by false pretenses. The jurors sustained the attachment writ without revealing on which of the five charges they based their decision. Aylor was freed in the state court of an arson charge and a similar charge against Thompson, who died last November was dispristed.

vember, was dismissed.

Offers Prizes for Old Policies

The Grain Dealers National Mutual Fire is offering prizes for persons who can produce the oldest fire or windstorm policies in Nebraska, regardless of what company issued them. It is not necessary for either the issuing company or the property to be in existence.

New Unit at Fort Scott

W. E. Hammer has been elected president of the newly organized local agents association at Fort Scott, Kan. C. A. Hanes is vice-president and M. H. Atkins, secretary.

Lorain County Agents Banquet

The annual banquet of the Lorain County, O., Insurance Association was held at the Spring Valley Country Club at Elyria, Ohio, March 25. Over 100 were in attendance including a number of field men from Cleveland and Columnary of the Round Table, service luncheon club.

The Cook Insurance Agency, Marietta, O., operated for a number of years by Misses Manie Malone and Grace File. Misses Manie Malone formerly was with the Hayes agency in Marietta.

The Matteson Company, St. Paul, has received from G. W. Blomgren, state agent Security of New Haven, an engret Security of New Haven, and the Malone and Grace File. Misses Manie Malone and Grace File. Misses Manie Malone for merity was with the Hayes agency in her present capacity.

Hotel Hammer Her Scott

bus. The address of welcome was given by the president, Clarence Cooper of Amherst. An interesting program had been arranged for the evening by a committee composed of R. G. Little, of Lorain and H. B. Somers and R. W. Standen of Elyria.

Middle West Notes

Don Kelley, McCook, Neb., who recently bought the Kelley agency from his father, announced that Herbert C, Morrison, Manhattan, Kan., will be associated with him.

The former Miss Sylvia Myers, manager insurance department of the Universal Finance Corporation, Omaha, was married to Joseph Tillotson. She will continue in her present capacity.

IN THE SOUTHERN STATES

Agents Will Convene on Ship | Kennedy & Ely Agency Wins

Members of Florida Local Underwriters Association Will Enjoy Cruise for Gathering May 6-8

Florida fire and casualty agents will attend the annual convention of the attend the annual convention of the Florida Local Underwriters Association May 6-8 on board a P. & O. steamship between Port Tampa and Havana. The business sessions will be on the afternoon and evening of the first day, with a two hour stop at Key West both ways.

Have Stop-Over Privilege

Among those invited to make the trip are: Company officers, field men, gen-eral agents, families and close personal friends of members, and press representatives. Tickets are good for ten days, so that any who may desire to stay over longer than the return date may

C. O. Sawtell of Sawtell, McAlester & Cary has been appointed chairman of the fire prevention committee of the San Antonio, Tex., chamber of commerce. F. C. Giddinger is appointed chairman of the insurance committee.

Tennessee County Drops Self Insurance Program

Members of the finance committee of Hamilton county, Tenn., of which Chattanooga is county seat, have changed their minds about the county carrying its own increase. its own insurance.

Several months ago a plan was Several months ago a plan was adopted whereby an additional two-cent tax was to be assessed with which to create an ultimate insurance sinking fund of \$250,000. The fund was to be collected at the rate of \$25,000 per year. There was so much antagonism to the plan, especially on the part of the Chattanooga Insurance Exchange, that it has been aban-

Supreme Court Finds Law Not Followed in Refusing to Renew Licenses of Miami Men

The Kennedy & Ely agency of Miami has won a victory before the Florida supreme court in its effort to obtain an agent's license from the insurance com-missioner. The supreme court has demied the petition of Commissioner Knott to quash the mandamus action filed by W. G. Kennedy directing Mr. Knott to issue a license to him or to show cause on a day certain why he refuses to do

This has been a celebrated case in Florida for several months. Last August Circuit Judge Brown at Miami granted the Kennedy & Ely agency an injunction restraining agents of the insurance department from examining the books of the agency.

Companies Are Notified

Then late last year the Florida department informed companies represented in the Kennedy & Ely agency that the license of that agency was not going to be renewed.

Commissioner Knott alleged that he refused renewal of the license of W. G. Kennede en the refused renewal of the license of W. G.

Kennedy on the ground that the par-tial inquiry into the books of the agency revealed circumstances pointing to an unlawful division of commissions and that he was using his commissions for other illegal purposes which were not explained.

explained.

The court pointed out that the law prescribes the method for the commissioner to pursue to investigate charges or suspicion of misconduct on the part of agents. In the event they are found to have been guilty of unlawful practices stated in the act, they may be suspended for 30 days and if no answer is made to the suspension within that time, the license shall be revoked. cense shall be revoked.

Must Follow the Statute

The court found that the insurance commissioner should have issued a li-cense to Kennedy. Having issued the li-cense, the commissioner would not have been prevented from continuing the inwas

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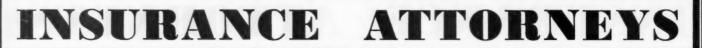
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(Continued next page)

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John H. Voorhees Melvin T. Wood
Theodore M. Bailey Roswell B.
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BIRKHEAD, BECKMANN, STANARD & VANCE

800-811 Gunter Building San Antonio, Texas

UTAH

Stewart, Stewart & Carter

WASHINGTON (Cont.)

RYAN, ASKREN & RYAN Suite 1993, Northern Life Tower Seattle, Wash.

Counsel for Association of Life Insurance Presidents—Commercial Casualty, Metropolitan, London Guarantee & Accident and others.
Trial all insurance casee in State and Federal Courts in Western Washington.

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The Employers Liability Assur. Corp., Ltd., of Boston, Mass.; American Employers Ins. Co.; Mas-sachusetts Bonding Co. Trial of all cases in State and Federal courts.

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In Trial Work, all Courts,
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Investigations, adjustments and trial of all insurance
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Fidelity & Casualty Co., of N. Y., Massachusetts Bonding Indemnity Co., and others. Trial of all casualty, fidelity and fire insurance matters. Spe-cially equipped for investigations and adjustments.

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First Wisconsin Nat. Bank Bldg. Milwaukee, Wisconsin scial attention to the Law of Fire Insura

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Representing Associated Ind. Corp.; Traders & General Ins. Co.; American Fidelity & Cas. Co. of New York. Equipped to handle claims, adustments, and investigations Fanhandle territory. Practice in all State and Federal Courts.

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Fidelity & Cas. Co., Continental Cas. Co., Employers of London. Equipped for investigations, adjustments, trial of all fire, casualty, and surety cases in district.

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Representing F. & D., Baltimore, Zurich Ins. Co., Home Ins. Co. of N. Y., American National Ins. Co., and others on request. Equipped for adjustments in Central Twass and trial work in all courts—State and Pederal.

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Casualty, American National Ins. Co., Amicable
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Trial of all insurance cases in all courts. Equipped
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Attorney General of Texas 1927-1930. President Texas Bar Assn.—1922. Familiar with all State Department work of Insurance Companies.

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Equipped for investigations, adjustments and
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vestigation nor from suspending the li-cense. The suspension of license is not authorized until the investigation is con-cluded, as the law directs, and the commissioner has reached a definite conclusion that the agent is guilty. This conclusion must be based on positive proof obtained on a full and complete investigation. It cannot rest on a partial inquiry or inconclusive circumstantial evidence.

The court went on to say that pre-The court went on to say that pre-liminary to making the investigation, a complaint stating the charge against the agent must be filed and served on him. If he fails to make answer to the complaint within 30 days, it shall be con-sidered prima facie well founded and his license suspended. If he fails to answer within an additional 30 days his license shall be revoked. He is thereafter given 30 days to petition the court to require the commissioner to show cause why his license shall not be reinstated.

Investigation Not Completed

The court said that the record in the Kennedy case discloses that the investigation authorized was not completed and it is not shown that Kennedy was given the opportunity warranted by the statute to explain the charges against him.

him.

The supreme court decided that the law giving the commissioner power to require agents to open their books and records for inspection for the purpose of inquiry of alleged illegal or improper conduct, is constitutional. Kennedy contended that this law violates the state and federal constitutions in that it authorizes unreasonable searches into the papers and effects of Kennedy.

The court refers to the theory that the right to search or inspect the books and records of persons or corporations engaged in a business affected with a public interest does not constitute an unreasonable search or seizure. The court said there is no business more affected with the public interest than insurance and if the commissioner did not have

and if the commissioner did not have the right to inspect the books of persons in that business he would be ham-pered in regulating it as the law directs. There is no inhibition against examining or auditing the books of persons or corporations engaged in a business affected with the public interest so long as the examination is limited to obtaining information for that purpose

New Insurance Credit Body Is Being Organized in Texas

DALLAS, TEX., April 1.—The Texas Insurance Credit Association, a company organization, is being formed, similar to organization, is being formed, similar to like organizations in other states. Member companies will be requested to report before the 15th of each month names of agents having unpaid balances outstanding 60 days. The rule will require cooperation of all companies in an agency delignment with age of the proposition. agency delinquent with any of the mem-

Invitations have been extended to all companies writing fire, windstorm and automobile coverage in Texas, and operations will begin when the membership represents 90 percent of the premium income in Texas.

Extension of Oklahoma City Oil Zone Increases Hazard

The new extension of oil drilling zones recently voted by Oklahoma City, opens large additional areas on the east

opens large additional areas on the east side of the city to oil development.

The situation is considered very grave. Although large oil company activities will be largely north of 23rd street, the area south of the street is more hazardous as it comprises hundreds of homes. A number of irresponsible companies in the latter terrisons the companies in the latter terrisons. dreds of homes. A number of irresponsible companies in the latter territory who have small acreage are having difficulty in getting bonds as they have inferior equipment and they cannot maintain the same precaution as larger companies. Then too, there is a short-

age of experienced drillers due to the reverish haste to get to the oil sand by all companies both large and small.

At present practically all reliable contractors are employed by larger companies and it is feared only shallow field drillers will be available for the smaller. drillers will be available for the smaller interests, entailing greater probability of accident. There is little doubt pressed but what the entire east side of the city, including both fine and small home sections will be included in the drilling zone shortly. Seventeen stock companies have discontinued writ-ing fire insurance in Oklahoma City since the movement began.

Hail and Wind Cause Heavy Losses in Texas, Oklahoma

DALLAS, TEX., April 1.—A record hail storm in Tyler, Tex., and adjacent territory caused property loss of nearly \$1,000,000. The hail path was about 10 miles wide and 40 miles long. Thousands miles wide and 40 miles long. Thousands of windows were beaten out in Tyler, including many big plate glass store fronts. Roofs were badly damaged in hundreds of residences. Automobile tops, windshields, doors and windows were beaten out. Growing crops were ruined. The hail did heavy damage at Lindale, Chandler, Brownsboro, Murchison and Athens. The gale which followed the hail caused a property loss of \$300,000.

hail caused a property loss of \$300,000.

Brownwood and several towns in a wide area of central west Texas were wide area of central west lexas were hit by a heavy windstorm which caused property losses estimated at \$200,000. Scores of buildings were wrecked in Brownwood.

Adjusters were in Tyler in three hours after the hail; they were there before the hail melted from the streets, which in some cases was piled three feet deep in the streets. One Dallas company reported 400 claims in six hours after the storm.

Some Dallas offices had most of their adjusters in Oklahoma settling hail claims when the storm broke at Tyler. Damage from hail at Oklahoma City is estimated in excess of \$110,000 and may reach \$200,000 including uninsured property, according to G. W. Kline, manager Fire Companies Adjustment Bureau. The storm entailed more damage than any since 1921.

EAST TEXAS OIL LOSS

NEW YORK, April 1.—Instead of a NEW YORK, April 1.—Instead of a million dollar damage being suffered in the east Texas oil fields, when as a daily press dispatch asserted "winds smashed oil derricks, unroofed houses," etc., some days ago, the property loss proves to have been far less, and the insurance loss almost negligible. For the most part oil will be not been far less, and the insurance loss almost negligible. For the most part oil will be not be not part of the most part of the negligible. almost negligible. For the most part oil wells in east Texas are small independently owned propositions, insurance thereon being carried through direct writing companies. Relatively few of the plants are insured for other than fire. The tornado rate for derricks, 1 percent, is considered so stiff that they are not included in schedules says in two of included in schedules, save in two of the largest risks. Generally speaking the field equipment cover embraces bunk houses, tool sheds and the material used in operating the wells.

Demand Every Policy Show Commission Paid to Agent

AUSTIN, TEX., April 1.-AUSTIN, IEX., April I.—A demand that the amount payable to the agent as a commission for securing business be shown on both the face and the back cover of every policy, as the fire record credit or penalty is shown, is made by the Insurance Buyers Council of Texas in a petition filed with the board of in-

The petition refers to the efforts of the insurance board to limit commissions in Texas and declares that some companies in order to get the business, in-stead of filing a 10 percent lower rate, simply pay the agent 10 percent of the commission. The council seeks, by en-forcing such a requirement, to encourage

It states that in Austin, for example, if the normal premium is \$100 it is discounted 25 percent for good fire record and the policyholder pays only \$75, but the agent's commission is calculated on the normal premium before the discount is applied. Therefore, an agent receiving 25 percent commission gets a third of the premium that the policyholder actually pays. If the agent receives 30 per-cent, out of the \$75 premium the agent gets \$30 and the company only \$45, or \$10 less than the amount allowed for loss payments under the rating theory of the Texas department.

Report on Florida Fund

TALLAHASSEE, FLA., April 1.— The Florida insurance fund, in which the bulk of state owned properties is covered on fire insurance, shows that net premiums in 1935 were \$80,661, losses \$1,863. Of \$6,710,751 coverage on state owned properties, \$5,286,743 is in the state fund.

Addresses Jacksonville Insurors

Commissioner Knott of Florida was the principal speaker at the meeting of the Jacksonville Insurors Association, discussing the duties of his office. The association adopted a resolution deplor-ing the large increase in automobile public liability rates in Jacksonville, which was largely attributed to accidents resulting from traffic violation on the part of private drivers, buses and taxicabs.

Agency's 82d Anniversary

The G. C. Eichlitz & Co. agency, San Antonio, Tex., founded by E. A. Florian in 1854, is observing its 82nd anniversary. It is now managed by C. F. Dieter and Fred Scheibe. The agency, the first organized in San Antonio, was established by Mr. Florian, a member of the Polish nobility, exiled to America

the companies to file rates that are lower because of his participation in a revolu-than the published maximum. because of his participation in a revolu-tionary movement. He was also the ortionary movement. He was also the or-ganizer of the West Texas Insurance Company of San Antonio, organized in 1871 and closed in 1875, during which time he served as secretary.

Valued Policy Law Amended

The amendment to the valued policy law of Mississippi has been signed. It now applies to buildings and structures instead of real property and no longer applies to household goods and kitchen furniture. The law no longer applies to fixtures and machinery which have become a part of real estate by being attached to it. Prohibition of coinsurance has also been eliminated.

New Orleans Premiums Up

Fire insurance premiums in New Orleans in 1934 were \$331,071 greater than in the previous year. This was an increase of 17.2 percent. For 1935, the total was \$2,254,561, whereas for 1934 the figure was \$1,923,490.

Following are the leading companies

in 1935.

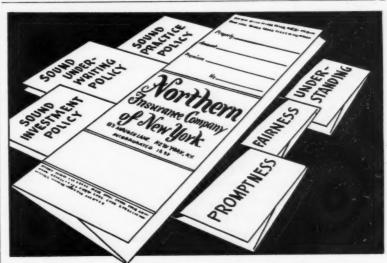
in 1935.

Home \$85,157, Pearl \$78,286, Fidelity-Phenix \$77,487, L. & L. & G. \$67,425, Actna Fire \$65,643, Mechanics & Traders \$62,844, Continental \$57,072, North America \$56,645, Hartford \$51,457, National \$44,597, Agricultural \$35,323, General, Wash., \$34,997, Travelers Fire \$34,666, Republic \$32,768, Mercantile \$32,414, London & Lancashire \$30,896 and Lafayette \$30,000 ette \$30,000.

Lytle W. Gosling, San Antonio, Tex., local agent, has been elected director of the First National Bank.

Gain in Membership

In the National Association of Insurance Agents' drive for new members Texas reports 200 new members and California more than 100.



REE INSURANCE to

"The policies behind the policy" insure the issuing agent against worry -apprehension-annoyance.

100% contribution to an agent's peace of mind.





Humor is a human characteristic. It is not a characteristic of animals. The Laughing Hyena and the Laughing Jackass laugh—although what they have to laugh about we don't know. However we are convinced that neither one laughs because of an inherent sense of humor. We'll also confess to a lack of familiarity with the animals mentioned, even though we do know something about them. In this respect we're like the hired man.

"Si" asked the farmer of the hired man, "are you familiar with mules?"

"No, sir!" exclaimed Si. "I know 'em too well to get familiar."

Our fieldmen have the same sort of knowledge about the insurance business. They know its hazards too well to get familiar with them. That's one reason why they're competent to advise with you.

EQUITABLE Fire & Marine Ins. Co. Providence, R. I.

Cash Capital . . . \$1,000,000.00 Net Surplus . . . 4,431,263.89 Assets 6,654,075.08

PACIFIC COAST AND MOUNTAIN

San Diego Women's Lectures

Insurance Girls Service Club Arranger for a Series of Talks on Pertinent Subjects

The San Diego, Cal., chapter of the Insurance Girls Service Club held the first of a series of lectures on insurance. "History of Insurance" was ably ance. "History of Insurance" was ably presented by Leo Dougherty of the Dixwell Davenport office in Los Angeles. The club plans to have two such addresses a month on the first and fourth Mondays. All insurance men as well as the women are invited. The subject for the April 13 meeting will be "Kinds of Insurance—Stock, Mutual, and Inter Insurance Exchange" and will be given by Roy O. Elmore of the Pacific National Fire. The meeting will be held in the tap room of the Golden Lion Taytional Fire. The meeting will be held in the tap room of the Golden Lion Tavern. The lecture will be given following dinner which will be served at 6 o'clock. The regular business meeting will be held after the lecture.

I. M. Fisher of the Pearl Assurance will be the speaker for April 27. He will explain the "Financial Structure—Assets, Liabilities, and Loss Ratio" of insurance companies.

insurance companies.

Washington Meeting Postponed

The mid-year meeting and executive committee session of the Insurance Agents League of Washington, slated for March 27-28, was cancelled suddenly on the first day of the meeting when a bad snow storm necessitated the closbad snow storm necessitated the clos-ing of Snoqualmie Pass and prevented the members from western Washington from reaching the convention city. All transportation was blocked with the exception of railroads and the schedule would not permit the delegates to reach Yakima in time for the evening meeting of the executive committee on March 27. The meeting dates have been set for April 17-18.

Ferris in Southern Section

George J. Ferris has been appointed special agent of the Henley & Scott general agency to assist Manager L. L. McBroom in the southern California field. Mr. Ferris served five years with the Continental as special agent in the Sacramento Valley, Nevada and Oregon. Then he was southern California manager for the old general agency of manager for the old general agency of Hinchman & Wentz and later casualty manager for the Pacific National group in southern California.

During the last two years he has conducted a local agency at Alhambra,

Named at Los Angeles

Lee S. Rogers has been appointed special agent at Los Angeles for Rolph, Landis & Ellis agency, succeeding L. B. Grayson, resigned. Mr. Rogers was formerly with the Matt T. Mancha Co. agency at Los Angeles as manager of the casualty department, from which position he resigned.

Maxwell Touring Coast

T. Maxwell, vice-president National Fire of Hartford, was recently in Los Angeles on a brief visit. While there he conferred with B. C. Fischer, special agent for the company, and continued his Pacific Coast trip to San

Service Girls Club's Work

The Insurance Service Girls Club of California, in its Los Angeles chapter, is doing splendid work in looking after unemployed female employes. It will give a bridge tea in the afternoon of April 18 and on May 1 will sponsor a dance at the Riverside Drive Breakfast

Club, the proceeds to go toward the employment fund in charge of Miss Katheryn Cookston, 821 Insurance Exchange building. In employment work the Service Girls Club acts as an em-ployment exchange and thus saves the payment of fees. The club has been inpayment of fees. The club has been in-strumental in assisting a number of young women.

Goes to San Francisco

William Jewett, son of Stanley Jewett, Portland, Ore., general agent, has left the Phil Grossmayer agency there to affiliate with the San Francisco office of St. Paul F. & M.

CANADIAN

Superintendents' Meeting Set

Annual Gathering to Be Held in Quebec Aug. 25-28-Subjects for Consideration Listed

The Association of Superintendents of Insurance of the Provinces of Canada will hold its annual meeting at the Chateau Frontenac Hotel, Quebec, Aug. 25-28. It is expected that every prov-ince will be represented by its super-intendent and that many other officials and advisory representatives will also be in attendance. A special invitation is extended to all insurance interests and organizations.

Consideration will be given to legis-lation proposed at the 1935 meeting and lation proposed at the 1935 meeting and other matters that have come up since that time. H. G. Garrett, British Columbia, will review 1935-36 life insurance legislation and particularly the uniform amendments to the uniform life insurance act. A. E. Fisher, Saskatchewan, will report for the standing committee on fire insurance legislation on proposed amendments to the uniproposed amendments to the uniform fire insurance act.

H. D. McNairn, Ontario, secretary of the association, will review the work of the committee of underwriters and the association's standing committee on the association's standing committee on automobile insurance forms, under the uniform automobile insurance act as amended in the several provinces in 1935. Reporting on uniform definition and interpretation of underwriting powers of fire, marine and casualty insurers, Mr. McNairn will also review 1935 logication, the "orticles of agreement". legislation, the "articles of agreement" between the various insurers and the recommendations of the joint committee working in collaboration with the standing committee of the superintendents.

Charles Heath, Manitoba, will report on accident and sickness insurance legislation; Charles Heath, Manitoba, and Colin Campbell on annual statement blanks, and B. A. Dugal, Quebec, president of the association, on credit and free insurance evils.

and free insurance evils.

Superintendent Dugal will be in charge of the arrangements for the meeting.

Enforcement of Standard Interpretations to Be Made

A memorandum has been transmitted A memorandum has been transmitted to companies operating in Canada by Chairman Hartley D. McNairn of the standing committee of the Association of Superintendents of Insurance of the Provinces of Canada, relating to the standing definitions of underwriting powers as applicable to British Columbia, Manitoba and Ontario. It is stated the association intends fully to enforce

interpretation of underwriting powers of fire, marine and casualty companies, upon request will make recommendation to the Canadian superintendent on short notice as to classifications of any particular risk and will consider any and all appeals with respect to any individual accounts. Bulletins setting up interpre-tations of the joint committee approved by the chairman of the standing comby the chairman of the standing committee, will be issued from time to time and distributed to all companies. Inquiries and rulings sought, Mr. McNairn states, should be directed to: British Columbia—J. L. Noble, Vancouver; Manitoba—P. A. Codere, Winnipeg; Outsrio.—H.C. Mills chairman Toronto. Columbia—J. L. Noble, Vancouver; Manitoba—P. A. Codere, Winnipeg; Ontario—H. C. Mills, chairman, Toronto, and Quebec—W. E. Baldwin, Montreal.

Canadian 1935 Fire Volume Down But Loss Ratio Good

Detailed figures on Canadian fire insurance in 1935, with totals for all companies compared with 1934, are as follows:

	1934	1935
Net prem. writ	41,468,119	40,885,482
Rein. and ret. prem Gross prem. writ.	26,993,806 68,461,925	26,018,901 66,904.383
Gross amount of	,,	0.010.0.110.01

and renewed..9,506,703,020 9,594,644,249 et amount at risk8,804,840,676 8,769,359,176 Net losses incur. 16,968,030 14,822,550

While the volume of business declined, the year was unusually favorable in respect to losses, the ratio incurred to net premiums being 36.3 percent compared with 40.9 percent in 1934.

By groups of companies, the amount at risk compares as follows:

					1934	1935
					\$	\$
						1,650,166,496
						4,079,425,040
Foreign	۰	۰	۰	۰	2,956,579,027	3,039,767,640
Totals .					8.804.840.676	8.769.359.176

Ratios of losses incurred to premiums written, by provinces, compare as fol-

ar to to B	40	
1931-3	5 1934	1935
Alberta43.57	29,66	29.87
Br. C44.04	36,28	34.94
Manitoba37.34	32.48	27.44
New Bruns, 63.89	32.86	41.59
Nova Scotia56.01	41.21	41.48
Ontario50.73	43.00	33.43
Pr. Ed. Is75.44	33.06	39.29
Quebec62.55	49.89	45.84
Saskatch,43.74	30.50	27.65
Yukon	28.07	34.21
Canada51.78	40.90	36.29

Neare, Gibbs on Air

Neare, Gibbs on Air

CINCINNATI, April 1. — Neare, Gibbs & Co., Cincinnati, have inaugurated a weekly 15 minute radio program broadcast Thursdays at 9:15 p. m., called the "Art Corner." It is broadcast over station WCPO, Cincinnati. Brian A. Thompson of the agency gives the talks, which are addressed to people interested in home decoration. Commercial announcements are limited to one or two brief sentences. George W. Neare introduces Mr. Thompson.

Two Issues in Walker Suit

In addition to the question whether collapse preceded the fire that destroyed the 80,000 bbl. warehouse of the Hiram Walker & Sons plant at Peoria, Ill., the suit brought by the Walker people against the fire insurance companies on account of this loss involves another big question. That is, whether the limits of \$1,500,000 that were applicable to this particular warehouse under the I. U. B. reporting form were applicable. The Hiram Walker suit calls for recovery of \$2,700,000, despite the fact that the \$1,500,000 limits were designated. If this point is adjudicated, it will be the first time that there has been a court test of the question of limits of liability under an I. U. B. form. In addition to the question whether

the association intends fully to enforce the interpretations.

The joint committee on definition and

London Lloyds in **Conciliatory Move**

(CONTINUED FROM PAGE 5)

(3) Malpractice policies.
(4) Insurances of a special character not now easily obtainable from regular licensed American insurers.
(5) Primary insurances, other than those in categories C 2, 3, 4 above, the individual premiums on which amount to \$50 or more.

to \$50 or more.
It is intended that the foregoing shall

Insurances in blanket form cov-(a) Insurances in Dianket form covering property the greater part of which is situate or normally situate in Illinois.
 (b) Transit or liability or compensation or other insurances where the greater part of the hazard arises in Illinois.

Insurances (such as personal ac-

(c) Insurances (such as personal accident or automobile) effected for the benefit of an assured who is domiciled in Illinois but covering possible happenings either in or outside Illinois.
All brokers at Lloyd's have been notified accordingly that all open covers under which Illinois business can be accepted, shall, as from June 1, 1936, be deemed to be amended so as to conform hereto. hereto.

Yours faithfully, ALBERT C. DABBS, Secretary, Illinois Committee.

These regulations are intended as a guide for the Lloyds underwriters to guide for the Lloyds underwriters to keep out of troublesome fields. They do not represent any truce or agreement with any American interest. They have no connection with the socalled truce on blanket bonds or with the extension of the truce to Illinois. They do, however, accord pretty much with the views of the Illinois insurance department.

Coast Managers Think Utah Rate War Can Be Averted

SAN FRANCISCO, April 1.—Little concern is displayed among Pacific Coast fire managers over the threat of a rate war in Utah, although considerable discussion has resulted from Com-missioner Smith's statement that he would invoke all legal facilities to pre-vent open rates in competition in that

Local agents, writing to their Pacific Coast managers, have expressed confidence in being able, with the active support of the commissioner, to meet the situation precipitated a few weeks ago when a large non-organization company ceased filing its dailies with the Salt Lake City office of the Pacific Board and started an aggressive cut-rate cam-

According to reports received here, Commissioner Smith conferred with Governor Blood of Utah on the situation and is said to have received assurances of support in any action he may decide to take to avoid an open rate war. One report is that the governor and Commissioner Smith considered a plan for forcing all companies to file rates and forms with the Utah department. There is no state rate law in Utah but the commissioner would base his filing demand on his right to assure adequate rates to prevent financial losses to the companies.

H. F. Badger, secretary Pacific Board, en route back to San Francisco after a week in Montana, met with a group of leading local and general agents in Salt Lake City Saturday to discuss the agents' plans. It is reported also that the agents' plans. It is reported also that the agents expressed a desire not to have the board companies invoke any relief measures such as Rule 19A which went into operation in certain parts of California last year. They express themselves as being confident of their ability to handle the situation with the active support of the Insurance Commissioner.

Mr. Badger, was to make his report on

Mr. Badger was to make his report on the Utah situation at a meeting of the Utah State Committee in San Francisco, Tuesday, March 31.

Mrs. Nellie S. Neal, chief clerk of the Underwriters Laboratories, is retiring after 38 years of service. She was guest of honor at a dinner in Chicago given by associates and friends.

Eastern States Activities

Day Syracuse Exchange Head

Plans Started for State Association Annual Meeting, to Be Held in Syracuse, May 18-20

SYRACUSE, N. Y., April 1.—Warren E. Day was elected president of the Syracuse Insurance Exchange at its annual meeting. H. L. Moreland, retiring president, was elected vice-president; W. H. Graham was reelected secretary-treasurer, and Carl Young was named chairman of the executive committee.

President Day, who served as president of the exchange in 1923-24, announced the committee that will complete the plans for the annual conven-tion of the New York State Association of Local Agents here May 18-20.
The committee is composed of C. M.
Fox, chairman; L. F. Leighton, Jr.,
W. J. Farber, W. H. Graham and Mr.

Day.
The Syracuse Exchange was host last year to the state convention, one of the largest gatherings the association has ever held. The exchange is very active, and does much effective col-

lective advertising in Syracuse papers.

Mr. Moreland was named delegate to the mid-year convention of the National Association of Insurance Agents in At-

Protective Group Elects

Protective Group Elects

BOSTON, April 1.—The Boston

Protective Department has elected

James H. Carney of Kaler, Carney, Liffler & Co., and Harry W. Gilman, of

Kimball, Gilman & Co., new directors

to succeed W. C. Hill and E. F. Woods,

whose terms have expired. A. N. Miner

of Gilmour, Rothery & Co. was reelected a director.

Pennsylvania Federation Rally

The annual meeting of the Pennsylvania Insurance Federation will be held at the Bellevue Stratford at Philadelphia, June 4-6.

Conrad J. Rabanus, 79. New Haven, Conn., local agent for 25 years, died after an illness of two years.

MARINE NEWS

Estimates Vary as to Loss

Inland Marine Insurance Companies Counting the Cost of Damage Due to the Flood

NEW YORK, April 1.—Estimates vary as to the amount of damage done vary as to the amount of damage done by the floods that will be covered by inland marine insurance. One company places the total figure at \$1,000,000. Some others consider this exorbitant. Most of the claims will come from goods in transit. It will be weeks before the full extent of these will be known. It is not thought there will be an appreciable amount of salvage. known. It is not thought there will be an appreciable amount of salvage. Losses sustained by uninsured shippers again illustrate the need of insurance. Underwriters look for increase in volume as a result. Because the personal property floater does not apply in E. U. A. territory, companies have escaped heavy claims which could be made under this policy.

Floods in the east have emphasized the great need for flood insurance, causing many millions of dollars damage.

ing many millions of dollars damage, most of it not covered. However, the demand for this protection that has developed has presented a problem to underwriters for they cannot completely cover the hazard.

marine manager emphasizes that A marine manager emphasizes that the theory of all insurance is to spread losses of the few among the many, but only the few whose premises are subject to floods would insure against it, so the writing of such business is economically unsound. Such risks can minimize losses by moving stock, ma-chinery and furniture to higher floors or even to higher ground when the water begins to rise. This manager states his company cannot write flood insurance on an assured's building or his machinery, fixtures or stock

them.

But in addition every bit of raw material, finished product, stock, furniture and fixtures has been, is, or will be in transit at some time, and when it is in transit the assured cannot physically protect it as a rule against flood or the other "acts of God," such as tornado, cyclone and earthquake.

Not Covered in Transit

Few assured realize that all public carriers, railroads, express, truck or steamer are relieved of liability for such transit losses involving acts of God unless it is proved the carrier was negli-gent. In the eastern flood, it is said, gent. In the eastern flood, it is said, a large portion of the loss was on goods in transit. Loaded railroad cars, trucks and other conveyances were caught by the flood and cargo ruined. Marine insurance, however, through transportation policies which usually cover against practically all risks, will meet this situation and reimburse conterns for such losses. It is probable erns for such losses. It is probable he heavy uninsured loss from the floods will stimulate the sale of marine insurance for such protection.

Anderson Acting Chief

D. C. Anderson, formerly assistant underwriter, has been elected acting chief underwriter of the American syndicate for insurance of foreign hulls.

Control Is Removed

The Inland Marine Underwriters Association, through its fine arts committee, has held that property, owned by

and insured for account of federal, state, county or municipal authorities (excepting universities, colleges, schools and and hotels) is deemed to be in the category of a non-private risk and is, therefore, subject to members' discretion as to forms, rules and rates.

Motor Insurance **Events**

Two Main Proposals Are Up

Auto Association, at Annual Meeting, Considers Finance Business and Status of Branches

NEW YORK, April 1 .- At the meeting of the National Automobile Under-writers Association here tomorrow, two proposals of considerable interest will considered. One recommendation is that the rules governing the writing of major finance accounts be liberalized to legitimatize actual practices. The proposal is that the number of cars required to constitute a major finance account be lowered. A member is given wide latitude in commission, rate and other terms in writing major finance

The other proposal is that the various branches of the association be given more autonomy.

Auto Situation at St Louis

Agents and Brokers Slow in Taking Full Advantage of Bank Facilities for Financing Insurance

LOUIS, MO., April 1.-The automobile finance companies operating in this territory will lose little of their business to banks furnishing financial facilities to local agents and brokers of St. Louis and St. Louis county for the sale of automobile insurance, including fire and theft, property damage and col-

Comparatively few of the agents and brokers are pressing the advantages of









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their new facilities for meeting competition of auto finance companies.
Under the complete financing service
now available, the cost of insurance is
included in the loan from the bank, so that premiums are paid immediately in

Features of Plan

Under some of the bank plans it is not even necessary for the purchaser of the automobile to visit the bank. The agent and the dealer can handle every-thing at the time the automobile is purchased. The basic interest rate is only 6 percent and the entire debt, in-cluding the money advanced for insurance premiums, is payable on a monthly plan.

plan.

Dealers are willing and anxious to cooperate to the fullest extent with agents
and brokers in using the new credit
facilities, for the dealer sells his car
for cash at the full list price and the
agent is also paid the full premium in
cash. The bank handles collections
without recourse on either without recourse on either.

Message Is Sent to Bankers

Walter Meiss, Executive General Agent, London Assurance, Explains Its Automobile Financing Method

NEW YORK, April 1.—"You don't insist that the clients of your trust department use a lawyer you select. Why should you coerce the insurance involved in automobile loans, arbitrarily dictating where that insurance shall be placed?" said Walter Meiss, executive general agent of the London Assurance in a mesogre to bankers through a new general agent of the London Assurance in a message to bankers through a new edition of his booklet on bank automobile financing called "A Profitable Thought, Mr. Banker." The booklet, in the form of a dialogue between John Banker and Henry Agent, outlines a plan by which commercial banks may profitably write individual automobile loans, and explains the application of automobile insurance to the transactions. Nearly 6,000 of these booklets tions. Nearly 6,000 of these booklets have been requested by bankers, and by insurance agents for their bankers, in the past few months. In the new edition Mr. Meiss has clarified several parts of the plan.

He found that some bankers think a large volume of personal loan or auto-

large volume of personal loan or auto-mobile finance paper is necessary so that the business will pay. His answer to this question is: "You needn't set up a special department. This will be just a slight extension of a service you already render. All you need are the few forms and maybe a set of cards for record keeping. There isn't any addi-tional expense to worry about. Of tional expense to worry about. . . Of course large volume won't come to you if you don't ask for it. Advertising, either by mail to your depositors or in newspapers, will bring this business in.

Allstate Companies in New York

The Allstate Insurance Company and Allstate Fire, Sears, Roebuck & Co. com-President Carl L. Odell visited the department two or three weeks ago. The companies will not be allowed to file deviation rates because a company has to have five years' experience in New York before such a course is permitted. Under the circumstances these companies therefore will write a participating policy in New York.

Dauwalter Heads **New Enterprise**

(CONTINUED FROM PAGE 3)

research in the fields of fire and casualty insurance at the Wharton School of Finance and Commerce at the University of Pennsylvania and continued his studies in the graduate school of business administration and in the graduate school of the University of Pennsulvania and the graduate school of the Univ

sylvania. He possesses an impressive record of scholastic achievements. After serving for several months as research statistician and supervisor of the department of research and statistics of the Works Progress Administration of Pennsylvania, Mr. Mays was placed in charge of the insurance and real estate phases of the 1935 census of business being conducted by the Department of Commerce.

Purpose of the Movement

Mr. Dauwalter will immediately assume the duties of his new position at 116 John Street, here. The office for business development was formally decided upon after a series of conferences between representatives of the National Association of Insurance Agents and of the Insurance Executives Association, its purpose as its title implies being to de-velop additional business for stock fire companies and their agency representa-tives. Its management will be adminis-tered jointly by an advisory council comtered jointly by an advisory council composed of representatives of the two bodies. Sidney O. Smith, of Gainesville, Ga., a member of the executive committee of the National association, figures on spending several days each week in assisting the new organization, until its machinery gets in smooth running order.

Reinsurance Cessions of 25 Fire Companies Are Listed

(CONTINUED FROM PAGE 3)

reins., \$721,690; total unauth., \$126,437.

* * *

North British & Mercantile — Am. Eagle. 25; Am. Eq. 47; AM. RES., 268; CHRIST. GENL., 105; Commonwealth, 71; EAGLE, N. J., 37; GENL., 38; Htfd., 78; Home, 45; Homeland, 113; INTER-OC. RE., 35; Lond. & Lanc., 414; Lloyds, 71; Mercantile, 50; New Zea., 31; No. Riv., 27; Northwest. Nat., 30; Penna. Fire. 111; REINS. CORP. (Lond.), 38; ROSSIA, 42; Royal, 41; SKANDIA, 212; SKANDINAVIA, 105; Sun, 149; SWISS RE., 209; York, 54. Total auth. reins., \$3,042,996; total unauth., \$138,454.

** *

** Pearl—Am. Eq., 70; Chicago Lloyds, 501; Lumb. Und. Alliance, 37; Manuf. Lumb. Underwriters, 35; Minn. Impl. Mut., 753; Monarch, 2,884; Switz. Genl., 280; Western Sp. Risk, 313. Total in auth. reins., \$8,908,069; total unauth., \$993,371.

Phoenix of Hartford—Aetna, 33; Conn., 9500; Eq. F. & M., 1,899; GENL. FIRE, 25; Gr. Am., 127; Htfd., 36; Home, 31; London underwriters, 97; N. B. & M., 38;

INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & ., 135 So. La Salle St., Chicago, at close of business March 30, 1936.

Par Div. Bid Asked

Aetna Cas	10	3.00*	105	107
Aetna Fire	10	1.60	53	55
Aetna Life	10	.80	36 1/2	38
Agricultural	25	3.00	85	87
Amer. Alliance	10	1.20*	26	28
Amer. Equitable.	5	1.00	34	36
American (N. J.)	2.	96. 06	15	16
Amer. Surety	25	2.00	54	56
Automobile	10	1.20*	38	40
Camdan Fire	5	1.00	119	9.4
Control Surety	20	5.0	20	29
Contl Casualty	5	1.00	26	96
Contl Ins	9	50 1 45*	40	49
Crum & For. Com.	10	85	3.4	36
Fidelity & Dep.,	20	2.00	101	103
Fidel. & Guar	10	.50	44	46
Fidelity-Phen	2.	50 1.45*	43	45
Fire Assn	10	2.50*	77	80
Fireman's Fund.	25	4.00	101	104
Fireman's F. Ind.	10		34	36
Firemen's (N. J.)	5		121/2	131/2
Franklin	5	1.20*	31	321/2
Glens Falls	5	1.60	41	43
Gl. & Rut. (com.)	25	1 00+	46	49
Gt. Amer. Fire	9	1.20*	29	31
Helifor Fine	10	.10	10	12
Hanovan Fire	10	1.60	2614	90
Harmonia Fire	10	1.00	97	9814
Hartford Fire	10	2.50*	77	79
Home Fire & M.	10	2.00	51	5.3
Home (N. Y.)	5	1.20*	37	3816
Ins. Co. of N. A	10	3.00	73	74
Lincoln Fire,				
(N. Y.) new	5		5	6
Merc. Assur. com.	2.	.50 1.25*	70	72
Monarch Fire	5		5 1/2	6 1/2
Natl. Cas	10	.80	181/2	20
Natl. Fire	10	2.00	74	76
Natl. Liberty	2	.30	9 1/2	10 1/2
Nati. Union	20	2.50*	140	150
New Am. Cas	10	1 200	241/	201/
New Hamp	10	1.60	45	4.0
Now York Fire	5	60	21	99
Northern (N V)	12	50 4 00*	103	107
North River	2	50 1 00*	27	29
N. W. Natl. Cas.	2	50 .10	6	7
N. W. Natl. Fire	25	5.75*	125	130
Ohio Cas	50	4.00	85	
Pacific Fire	25	4.25*	128	132
Phoenix, Ct	10	2.50*	89	91
Prov. Wash	10	1.25*	40	42
Republic, Tex	10	1.00	26	28
Security	10	1.40	39	41
Southern Fire	10	1.20	27	2.9
Sprgnd. F. & M.	25	4.75	015	020
St. Paul F. & M.	25	7.50	210	1.0
Travelore	100	16 00	695	625
II & Fire	A	1.70*	54	5.6
U. S. FIFE	2	1.10	1.4.14	1514
Westchester Fire	2	50 1 40*	36 14	38
*Includes extra	1.	2.10	00 /2	00
Aetna Cas. Aetna Life Aetna Life Aetna Life Agricultural Amer. Alliance. Amer. Alliance. Amer. Alliance. Amer. Equitable. American (N. J.) Amer. Surety Automobile Bostoon Camden Fire Central Surety. Contl. Casualty. Contl. Casualty. Contl. Ins. Contl. Ins. Crum & For. Com. Fidelity & Dep. Fidel. & Guar. Fidelity-Phen. Fireman's Find. Hallidax Fire Hanover Fire. Matl. (Cas. Natl. Liberty Natl. Union New Am. Cas. New Brunsw. F. New Hamp. New	ds.			
				-

No. River, 32: North F. & M., 51; U. S., 26; York., 40; Am. Reins. Ex., 422; Re Cl. Hse., 670. Total in auth. reins., \$13,-656,756; total in unauth., \$120,678.

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THE EUROPEAN GENERAL

REINSURANCE COMPANY, Ltd.

Twenty-Fifth Annual Statement United States Branch December 31st, 1935

ASSETS

Government Bonds	\$ 1,731,637.35
Municipal Bonds	203,189.40
Railroad Bonds	4,160,173.25
Public Utility Bonds	4,675,213.55
Miscellaneous Bonds	68,144.80
Railroad Stocks	442,250.00
Public Utility Stocks	1,203,956.00
Miscellaneous Stocks	654,821.00
Real Estate Owned	140,571.10
Mortgages	1,038,521.69
	\$14,318,478.14
Cash in Banks and in Office	894,575.66
Interest Accrued	129,607.64
Premiums in Course of Collection	
(not over 90 days)	1,655,253.59

All Other Assets.....

LIABILITIES

Reserve for Losses (other than	
Liability)	\$ 3,223,417.21
Reserve for Losses (Liability & Com-	
pensation)	3,813,468.01
Reserve for Unearned Premiums	4,111,682.19
Reserve for Commissions	1,026,663.46
Reserve for Taxes and Other Ex-	
penses	386,778.16
Mortgage & Real Estate Reserve	150,000.00
Special Reserve	1,316,688.11
	\$14,028,697.14
Deposit Capital \$1,000,000.00	
Surplus Over Liabilities	
and Deposit Capital 2,000,000.00	
Surplus to Policyholders	3.000.000.00

On the basis of December 31, 1935, market quotations for all bonds and stocks owned, this company's total admitted assets would be increased by

*Securities carried at \$877,622.26 in the above statement are deposited with State Departments as required by law.

\$584,151.65.

30,782.11

\$17,028,697.14

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Assistant United States Manager

99 JOHN STREET

NEW YORK CITY

\$17,028,697.14

The National Underwriter

April 2, 1936

CASUALTY AND SURETY SECTION

Page Twenty-nine

Berg Bill Hit at Hearing in Albany

Many Insurance Men Attack New York Compulsory Auto Cover Measure

BAY STATE RECORD CITED

Adequate Policing of Roads Is Declared Only Answer to Accident Reduction Problem

By R. B. MITCHELL

ALBANY, April 1.-Adequate policing of the roads, not compulsory automobile insurance, is the answer to the mounting toll of highway deaths and accidents, M. T. Bender, general counsel New York State Automobile Association, declared at the public hearing here in the legislature on the Berg compulsory automobile insurance bill.

"We should legislate to stop the killings," he urged. "Not a word in these bills will stop or help to stop the deaths. If we really want to stop the killings, there is just one way to do it, and that is to add about 2,500 state troopers. With this type of officer on the road, all kinds of accidents will be reduced probably 80 percent.

New Laws Not Effective

You cannot stop accidents by writing a batch of new laws. They are of no effect unless you have police officers to enforce them. The idea of trying to expect a few hundred state troopers to patrol 100,000 miles of road is ridiculated.

lous. If we will increase the state troopers to an adequate number, these accidents, will be stopped.

"Compulsory insurance does not punish the reckless. It encourages fraud and that is the record in Massachusetts. Compulsory insurance punishes the careful because there are reckless people on ful because there are reckless people on the road."

Berg Defends Bill

State Senator Berg who introduced the bill, was chairman of the hearing. As at last year's hearing, any reference to the evil experience in Massachusetts with compulsory insurance brought forth the most positive statements from Mr. Berg that such troubles could not

Mr. Berg that such troubles could not occur with his bill.

Ray Caverly, counsel Fidelity & Casualty, admitted certain differences between the Berg bill and the Massachusetts statute but said he doubted that the experience would be any better. Among the gaps in the Berg bill, Gay Gleason, counsel Employers Liability, pointed out that out-of-state cars on New York state roads would not be covered and that during summer months there would probably be some 2,000,000 such cars here. He objected to the lack of any provision for compulsory insurof any provision for compulsory insur-ance on state and municipally owned automobiles and called attention to the

(CONTINUED ON LAST PAGE)

CASUALTY-SURETY TOTALS FOR 1935

(Taken from the 1936 Argus Casualty Chart published by THE NATIONAL UNDERWRITER)

STOCK COMPANIES

Multiple Line Companies \$2,393,503,557 Liabilities _____ 1,994,414,928 Capital 146.197.956 Surplus Less Capital____ 252,890,673 All Companies (including legal reserve life writing accident and health) \$13,294,914,871 12,396,452,786 171,629,600 726,832,485

CLASSIFICATION OF TOTAL BUSINESS

,		1935			1934	
	Net	Losses &		Net	Losses &	- 1
	Prems.	Adj. Exp.		Prems.	Adj. Exp.	
Classification	Written	Paid	%	Written	Paid	%
Accident	\$40,972,603	\$20,360,106	49.7	\$39,237,581	\$20,946,740	53.4
Health		12,193,470	63.3	17,775,354	11,247,138	63.3
Non-Can. A. & H.		14,183,162	85.4	17,760,532	14,519,987	81.8
Other A. & H. (not sep.)	54,697,176	24,714,401	45.2	55,432,919	25,049,437	45.2
Total Accident & Health	131,544,800	71,451,139	54.3	130,206,386	71,763,302	55.1
Auto Fire, Theft & Tornado		726,653	26.5	2,398,618	775,429	32.3
Auto Collision		4,447,000		6,570,525	3,996,814	60.8
Auto Liability		122,090,935		170,002,747	117,478,219	
Auto Prop. Damage		22,736,798		48,814,915	21,651,097	
Other Auto (not separated)_	5,045,611	2,337,755	46.3	11,627,822	5,899,172	50.7
Total Automobile	251,705,754	152,339,141	60.5	239,414,627	149,800,731	62.6
Burglary	26,709,406	9,200,219	34.4	26,394,571	9,210,331	34.9
Credit		388,543	18.8	1,928,846	386,265	20.0
Fidelity		13,292,515		42,033,631	16,849,595	
Liability other than Auto		33,901,541		62,370,473	32,612,433	52.3
Live Stock		271,301		295,435	231,047	
Machinery	2,673,027	935,092		4,314,871	717,275	
Plate Glass		4,307,714		10,614,055	4,654,744	
Prop. Dam. & Coll. not auto		657,533		2,262,723	675,386	
Sprinkler Leakage	554,081	227,643		530,149	263,974	
Steam Boiler		882,510		7,499,761	946,564	
Surety	40,332,741	16,373,784		38,584,784	24,218,365	
Workmen's Collective		17,004		43,147	18,313	
Workmen's Compensation	129,923,782	79,356,751		115,874,506		
Miscellaneous		2,428,371		3,078,121	2,172,555	_
Grand Total	718,444,417	386,030,801	53.7	685,446,086	393,680,181	57.4

MUTUAL COMPANIES

Admitted Assets	\$256,627,378
Total Liabilities	182,119,651
Surplus to Policyholders	74,507,727

CLASSIFICATION OF TOTAL BUSINESS

,		1935	_		- 1934	_
Classification	Net Prems. Written	Losses & Adj. Exp. Paid	%	Net Prems. Written	Losses & Adj. Exp. Paid	%
Auto, Fire, Theft, Tor. &						
other Auto.	2,810,948	\$ 671,410	23.9	\$ 2,185,126	\$ 696,674	31.9
Auto. Collision	5,698,739	3,501,640	61.4	4,672,266	2,723,380	58.3
Auto. Liability	54,134,286	30,736,236	56.8	49,958,803	25,573,500	51.2
Auto. Property Damage	16,902,394	6,540,332	38.7	14,615,533	5,536,956	37.9
Auto. (Cos. not seg. lines)	268,561	98,187	36.6	1,617,575	718,470	44.4
Total Automobile	79,814,928	41,547,805	52.1	73,049,303	35,248,980	48.3
Accident & Health (including						
Sick Benefit and Burial)		19,768,476	61.0	33,332,386	20,683,016	62.0
Burglary & Theft			33.1	488,044	155,866	31.9
Fidelity		149,035	34.6	362,196	101,067	27.9
Liability other than Auto		3,605,721	46.4	6,262,586	2,859,096	45.7
Live Stock		18,379	14.0	2,386	3,697	154.9
Machinery	195,817	27,149	13.9	190,231	24,685	13.0
Plate Glass	909,367	401,154	44.1	901,158	439,376	48.8
Prop. Dam. & Coll. not Auto.	435,733	73,233	16.8	289,457	58,627	20.3
Steam Boiler	350,631	20,116	5.7	289,200	7,840	2.7
Surety	21,449	211	1.0	24,016	775	3.2
Workmen's Compensation	62,516,715	31,682,653	50.7	48,868,424	27,055,729	55.4
Grand Total	185,582,184	97,493,683	52.5	164,059,387	86,638,754	52.8

RECIPROCALS AND LLOYDS

Admitted Assets\$45,091,430	Losses Paid, Including Adjust-
Total Liabilities 22,637,714	ing Expenses 15,036,638
Surplus to Policyholders 22,453,716	Ratio of Losses Paid to Net
Net Premiums Written (Auto.	Premiums Written 47.8%
1 11 11 11 01 407 657	

Admitted Assets, Liabilities and Surplus totals are compiled on the same basis of securities as reported in the body of this book. The life department figures for those companies which write casualty lines other than accident and health are included with Multiple Line totals.

Contingency Reserves and Reserves for Security Value Depreciation are included

Net Deposit Capital of Foreign Companies (U. S. Branches) is included in Surplus Less Capital item, but not in Capital item.

Credit Insurance **Developments Eved**

C. I. T. Was Interested in Putting National Surety Back in Field

NEED MORE COMPETITION

Tell Possible Complementary Operations of Commercial Credit and American Credit Indemnity

The arrangement whereby the Commercial Credit Corporation is to acquire control of the American Credit Indemnity is of great interest to the few specialists in the esoteric business of credit insurance.

Credit insurance people were also following closely the developments in the bid of the Commercial Investment Trust for the National Surety, because they felt sure that should C. I. T. obtain control, the new National Surety would become a contender for credit insurance, just as its predecessor was.

Would Have Welcomed Move

As a matter of fact, most of the credit insurance people would have welcomed the National Surety back in the credit insurance field. At present the American Credit Indemnity and London Guarantee are the only companies writing credit insurance. Those interested in production of this line of business say that they need competition. They would like to have prospects bombarded would like to have prospects bombarded from many sides with appeals to purchase this form of indemnity. As it is, there are so few people carrying the message of credit insurance, that the prospective purchasers are not having the line called to their attention as frequently and forcibly as they would if there were more contenders for the business. Those specializing in the business have something of a monopoly but they would prefer more competition. they would prefer more competition.

Various Understandings Exist

The operations of the American Credit The operations of the American Credit Indemnity can be tied in very closely to those of the Commercial Credit and the same sort of a tie up could have been effected had the National Surety passed into the hands of C. I. T. A considerable portion of the business of the Commercial Credit consists of loaning money on accounts receivable. The borrower stands in a much better light and is able to get better terms from the firower stands in a much better light and is able to get better terms from the finance company if he carries credit insurance. Accordingly, Commercial Credit at the same time it is lending money to a manufacturer or jobber will have a very good chance of selling that borrower credit insurance in the American Credit Indemnity.

As a matter of fact, there has always been in the credit insurance field various understandings between credit in (CONTINUED ON LAST PAGE)

(CONTINUED ON LAST PAGE)

CASUALTY

Liability and Compensation Results

(From 1936 Argus Casualty Chart published by The National Underwriter)

1935	Experience	e I		Aggre	egate‡	Ratio		1935	Experience	ce			gate‡	Ratio	
	Losses and		6	Expe	Losses	Losses	Losses	-	Losses and			Expe	Losses		Losses
Earned Premiums	Claim Expenses	Ratio	Company	Earned Premiums	Claim Expenses	Claim Exp.	Paid Plus Loss	Earned Premiums	Claim Expenses	Ratio	Company	Earned Premiums	and Claim Expenses	and Claim Exp.	Paid Plus Loss
	Paid				Paid	Paid	Reserve		Paid				Paid		Reserve
C 144 00EL	0.004.0041		IABILITY EXPERIENCE		1 om 400 405						TY EXPERIENCE—C				
6,144,327 8,680,773 702,442	2,934,061 5,594,302 356,133	64.4 50.7	Aetna Casualty & Surety Aetna Life	226,498,346	124, 353, 199	54.9	55.6 57.7 66.0	187,822 136,201 640,378	137,341 85,576	62.8	United Auto	353,360	191,141	54.1	62.4
682,945 2,406,720	655,039 1,737,907	95.9 72.2	American Casualty American Employers	11,605,477	7,028,026	60.6	64.8 69.4	2,320,443 10,124,541	528,134 1,949,539 7,361,428	84.0		. 66,077,309	41,846,207	63.3	73.6 65.6
1,521,600 100,108	896,505 77,253	58.9 77.2	American Fid. & Cas American Generai	7,234,531 531,494	4,448,927 311,018	61.5 58.5	66.1 68.2	310,134 352,946	293,360 215,917	94.6		. 1,464,633	785,305	53.6	64.9 70.9 61.0
422,245 3,160,362	285,142 1,824,911	67.5 57.7	American Indemnity American Motorists	14,167,259	7,976,961	56.3	78.5 70.5	716,958	895,541		West American Western Cas. & Sur	278,367 7,814,319	294,095 5,069,262	64.9	73.2
1,130,642 607,549	331,559 300,273	29.3 49.4	American Policyholders American Reinsurance American States	1,328,820 12,399,403 1,913,508		28.2	96.9 42.1 56.4	458,996 443,476	251,804 444,137		Yorkshire Indem	4,061,773	2,879,928	70.9	55.3 79.7
1,148,517 303,119	707,508 205,477	61.6 67.8	American Surety	4,917,880	2,715,456	55.2	68.5 71.0	5,832,382	3,157,518				49,059,770	56.5	81.1
162,200 914,125	98,140 675,640	60.5 73.9	Angelus Indemnity Associated Indemnity	200,037 5,675,410	123,834 4,062,375	61.9 71.6	83.0 81.9			COM	PENSATION EXPERI	SNCE			
180,270	99,961	55.5 65.0	Atlantic Ins. Co	13,678,503		66.1	57.5 74.7	2,166,987 5,514,574	3,700,630	67.1		186,545,610	118,389,48	6 63.5	67.8
72,875 587,907	12,594 247,990	17.3 42.2	Bituminous Casualty Buckeye Union Cas		19,526 1,104,701	42.3	59.1 56.9	101,820 1,326,892	88,640	61.6	American Employers	11,724,177	8,275,68	0 70.6	74.8
27,313 907,176	19,298	67.0	Canadian Indemnity Car & General	157,783 6,542,836		59.9	70.5 72.0	688 56,848			American, Fid. & Cas American General American Indemnity	94,840	0 37,43	7 39.5	78.1 67.0 86.5
1,761,260 2,644,076 310,451	1,281,641 1,593,341 163,307	60.3	Central Surety & Ins Century Indemnity Columbia Casualty	19,031,895	11,016,116	68.7 57.9 66.8	77.8 66.6 68.3	630,880		0 56.0		5,324,24	4] 3,209,88	1 60.3	67.2 102.9
2,310,310 821,202	1,961,853 572,040	84.9	Commercial Casualty Commercial Standard	56,636,899 2,988,424	37, 296, 032	65.9	69.7 76.2	508,929 303,679	184,74	0 60.8	American Reinsurance American Surety	1,414,44	3 916,63 9 1,029,87	7 72.8	43.4 90.7
208,857 4,698,360	103,870 2,692,361	49.7	Connecticut Indemnity Continental Casualty	601,324	241,720	40.2	54.8 61.6	396,841 1,703,164	182,74 1,036,92		Anchor Casualty] 2,398,19			62.6 73.3
1,375,925 527,239	1,043,473	75.8	Eagle Indemnity Economy Auto., Ill	48,191	8,952	18.6	66.3 60.0	1,043,041 2,550,175							79.9 77.9
51,418	336,041	63,7 59,4	Employers Casualty Employers, Ala.	347,637	188,602	59.8 54.3	64.6 62.6	220,372 700,033			Car & General, N. Y Central Sur. & Ins. Corp	2,931,264	1,968,52	9 67.2	78.0 76.0
12,600,706 3,637,401	8,876,744 1,523,921	70.4	Employers Reins, Corp	29,349,983	14,138,928		59.1 56.9	1,103,358 —702	76,54	8	Columbia Casualty	7,723,225	5,569,97 1, 9,353,05	76.6	81.5 80.8
309,906 3,938,551 2,145,232	171,197 1,386,290 1,251,416	55.2 35.2 58.3	Eureka Casualty, Pa European Genl. Reins Excess Ins.	1,047,046 29,296,268	8,746,982		81.2 42.0 54.9	188,399 424,447	276,88	4 65.2		2,090,37	1,579,67	3 75.6	80.0 81.1
8,089,448	5,632,077		Fidelity & Casualty Fidelity & Deposit	161,965,326	101,958,264	63.0	65.8 67.8	146,960 2,074,225	1,209,449	9 58.3	Continental Casualty] 30,202,009	9 20,303,74	0 67.2	78.4 71.7
1,934,888 244,003	1,140,995 212,848		Fireman's Fund Indem First Reins., Conn	6,731,016	3,013,496	44.8	60.9 49.7	437,529 208,834	116,77	2 55.9		x. 2,589,370	6 2,042,92	78.9	84.9 83.3
236,499 9,639,101	125,258 6,384,615	53.0	Freeport Motor Cas General Accident	1,214,889	516,149	42.5	50.1 64.5	101,263 10,708,595	6,511,70	4 60.8	Emp. Liab. Assur. Corp.	208,990,530	0 135,529,65	1 64.8	57.7 69.0 65.3
435,361 1,313,266	216,539 765,879	49.7 58.3	General Cas., Wis Genl. Cas. Co. of Amer	2,358,064 7,380,359	1,462,060	62.0 56.5	72.3 61.7	375,157 470,659 31,069	204,86	2 43.5	Eureka Cas., Philadelphi	ia 4,119,70	4] 1,966,81	9 47.7	57.7 55.6
1,795,057 2,868,935	576,278 1,943,134	67.7	General Reins, Corp, Glens Falls Indem	19,468,820	11,104,044		49.7 65.1	231,400 6,002,341	127,09	8 54.9		1,226,04	603,71	2 49.2	
6,670,915 3,755,992	4,493,339 2,238,057	67.4 59.6 54.8	Globe Indemnity Great American Indem Great Lakes Cas	24,034,603	12,560,152	52.3	59.5 62.0	988,746			Fidelity & Deposit	3,129,28	3 2,118,27	67.7	69.0 76.4
192,633 12,961,788 192,338	105,633 8,144,091 154,296	62.8	Hartford Acci, & Indem. Hawkeye Casualty	142,497,925	80,579,266	56.5	58.7 63.8 60.1	2,965,425			First Reins, Co., Hartford General Accident	ed 143,53	7 96,76	8 67.4	
1,113,644 212,363	943,542	84.7	Home Indemnity	10,479,047	6,899,241	65.8	77.7 89.6	21,318 368,509	27,41	7 128.6	General Cas. Co., Americ	228,000	188,56	7 82.7	94.8 63.3
143,629 178,679	110,018 130,304	76.6 72.9	Illinois Casualty	1,351,397	960,852 910,911		76.5	943,640 3,122,143	2,542,35	8 81.4	Glens Falls Indemnity Globe Indemnity	4,863,678 88,616,468	9 61,112,30	9 69.0	74.8 76.1
5,020,516 1,134,576	2,644,052 763,274	52.7 67.3	Indem. Ins. Co. of N. A Keystone Auto, Club Cas.	64,549,059 11,404,294	39,217,105 5,555,726	48.7	67.5 58.8	1,760,091 -10,142		6 60.6	Great Lakes Cas	61,01		8 13.0	81.6 13.0
1,583,577 2,842,156	869,854 2,045,466	72.0	London & Lanc. Indem London Guar, & Acci	92,798,277	53,626,252	57.8	63.0 59.7	7,644,319	4,785,70	1 62.6	Gulf Casualty	103, 394, 00	3 73,802,28		78.7
1,274,671	515,423	40.4 68.2	Maine Casualty			43.3	58.9 56.2 63.2	-5,922 20,423	5,75	0 28.2		35,47	1 10,48	7 29.6	65.0
7,996,016 5,081,748 999,722	5,453,366 3,327,702 607,068	65.5	Maryland Casualty Mass. Bond. & Ins Medical Protective	52,070,824 17,997,717	32,471,458 9,384.083	62.4	68.3 59.0	1,283,606 388,022	262,36	5 67,6	Indemnity Ins. Co., N. A. London & Lancashire In	d. 6,117,77	0 4,608,05	4 75.3	80.6
222,745 556,604	194,716 263,084	87.4 47.3	Mercer Casualty	1,974,975			73.8 61.3	2,050,084 469,936			London Guar. & Acci Manufacturers Cas., Pa		2 4,377,58	33 63.2	70.5
2.396,753	2,130,604 192,971	88.9 63.1	Metropolitan Casualty Motor Vehicle Cas	32,592,222 1,443,471	20,842,518 928,994	63.9 64.4	70.8	5,656,840 2,127,074	1,307,23	3 61.5	Mass. Bond. & Ins	1 17,476,57	5 11,629,51	2 66.5	75.8
62,267 286,259	18,589 172,123	60.1	National Casualty			56.5	77.0 63.7	128,614		0	Metropolitan Cas	16,824,03	5 14,213,62	22 84.5	90.7
5,802,435 55,425 783,484	4,834,592 62,058 666,179		New Amsterdam Cas New Century Casualty New York Casualty	73,298,789 206,229 9,278,119	190,102	92.2	66.8 99.2 79.2	1,286,144 128,099	67,09	52.4	National Casualty	756,81	7 524,35	69.3	79.5
612,758	324,733 241,850		Northwest Cas., Wash Northwestern Natl. Cas	2,954,170	1,451,362	49.1	57.1 73.1	2,819,130 164,307 327,669	139,29	2 84.8		887,53	0 863,98	97.3	112.5
887,022 747,718	913,308 444,000		Norwich Union Indem Occidental Indemnity	18,833,785	11,166,651 2,967,382	59.3 57.5	63.0 64.8	360,920	182,92	3 50.7	Occidental Indemnity .] 1,817,20	2, 1,095,35	60.3	71.1
4,132,420 2,073,406	2,570,402 1,252,959	62.2 60.4	Ocean Acci. & Guar Ohio Casualty	100,163,705	58,194,360 8,544,423	58.1 59.7	60.9 67.6	3,451,482 2,282,901	1,178,30	3 51.6	Pacific Employers	13,796,60	3 8,487,65	61.5	70.6
388,175 306,276	241,320 204,690	66.8	Ohio Farmers Indem Pacific Automobile	1,975,401 705,715	410,034	58.1	70.3 71.7	686,642 3,402,715	2,001,70	58.8	Penn. Mfrs. Assn	52,515,95	6 30,927,65	57) 58.9	70.6 66.2 59.5
212,028 2,096,123	110,365 1,396,573	66.6	Pacific Employers Pacific Indemnity Peerless Casualty		6,866,943	64.0	68.4 74.2	482,810 730,413	489,32	5 67.0	Phoenix Indemnity	7,599,64	6 5,148,03	67.7	74.9
90,253 106,851	40,625 82,752 488,883		Pennsylvania Casualty Penna, Mfrs, Assn	471,117 517,372 12,434,957	278,173 306,489 5,202,003	59.2	76.9 64.6 48.9	2,616,700 443,929	260,82	5 58.8		n. 1,810,04	6 1,254,01	[6] 69.3	81.6
1,016,220 1,214,741 1,613,007	772,772 980,361	63.6	Pennsylvania Indem, Phoenix Indem,	15,476,645		54.6	59.1 64.0	93,058 3,698,991	2,375,26	6 64.2	Standard Accident	64,836,49	9 43,262,87	71 66.7	71.7
1,805,934 252,771	1,265,432 157,677		Preferred Accident Preferred Auto	37,860,865		55.5 53.1	58.9 59.5	514,548 787,867	452,43	6 57.4	Sun Indemnity	4,286,64	8 2,960,56	69.1	82.3
117,334 5,303,697	68,932 3,388,162	58.7	Royal Indemnity	707,458 92,800,363	375,187	53.0	65.3 61.0	303,016 934,885	745,94	5 79.8	Traders & Genl	2,938,85	0 2,102,82	25 71.6	83.9
1,343,711 259,019	726,568 179,484	54.1 69.3	St. Paul-Mercury Indem. Selected Risks Indem	9,147,323	5,851,591 657,684	64.0 51.9	72.4 62.7	16,294,651 151,988	54,46	0 35.8	Tri-State Casualty	205,01	2 75,40	36.8	52.8
4,485,100 1,105,445	2,891,398 701,882	64.5 63.5	Standard Accident Standard Sur. & Cas	109,357,036 4,111,035	63,645,368 2,252,045	58.2 54.8	60.0 65.3	9,590 1,664,464	1,170,63	2 70.3	United States Casualty	34,525,83	5 25,100,17	72 72.7	77.2
74,594 2,587,955	27,671 2,141,850	37.1 82.8	Suburban Auto Sun Indemnity	388,431 18,933,670	170,191 11,480,475	43.8 60.6	55.8 66.1	6,305,859 120,112	96,43	3 80.3	Utilities Ins. Co	408,70	6 257,44	18 63.0	72.0
45,350 404,743 631,400	19,386 314,496	42.7 77.7	Traders & General	944,001	535,859	56.8	89.5 71.9	456,930	25 281,23	5 61.5	West American	1,405,06	880,46	62.7	74.2
631,400 22,567,490 988,859	291,491 12,430,663 593,394	46.2 55.1 60.0	Travelers Indemnity Travelers Ins, Trinity Universal	391,995,119	211,414,947	53.9	50.4 57.7 69.4	335,389 103,025	70,33	68.	Western Surety, S. D			37 50.2	61.3
4,224	341	8.1	Tri-State Casualty	5.580				3,603,759	2,148,36	59.0	Zurich General	64,621,00	5] 44,334,39	96] 68.6	76.7

‡Experience since line was first written.

Bancamerica-Blair Gets National Surety Control

AWARD MAY BE CHALLENGED

Commercial Investment Trust Is Nosed Out of the Transaction in Its Favorable Bid

NEW YORK, April 1.—Contrary to general expectation Supreme Court Justice Valente ordered sale of 70 percent of the stock of the new National Surety to the Bancamerica-Blair Corporate of the control of the stock of the new National Surety to the Bancamerica-Blair Corporate of the stock of th Surety to the Bancamerica-Blair Corporation on its amended bid of \$101.50 per share; the remaining 30 percent to be held by the New York superintendent for the benefit of creditors. The latter, it is proposed, will be privileged to buy the remaining shares, under a plan to be worked out, but with the stipulation that the purchase price be not less than that paid by the company securing the 70 percent. The prevailing belief here is that prompt challenge of the decision of the court will be made on behalf of the Commercial Investment Trust, whose bid of \$10,031,000 for the Trust, whose bid of \$10,031,000 for the entire stock of the National Surety (100,000 shares) was the highest of the seven received March 9, and the acceptance of which was recommended to the court by Superintendent Pink. It may be too that other persons will institute actions for one cause or another.

Scope of the Winning Bid

The Bancamerica-Blair Corporation The Bancamerica-Blair Corporation under date of March 9, on behalf of itself and others, bid \$9,777,000 for the total shares of the National Surety. In an amended proposal on March 17 it offered to "take all or any part of the stock, but not less than 70 percent on the basis of \$101.50 per share." It was this offer that appealed to the court and which induced the favorable decision of Justice Valente.

this offer that appealed to the court and which induced the favorable decision of Justice Valente.

The interests associated with the Bancamerica-Blair Corporation in the purchase offer are the financial houses of W. E. Hutton & Co., New York; Mackubin, Legg & Co., Baltimore; Phoenix Securities Co., New York City; Putnam & Co., Hartford; Conrad, Bruce & Co., San Francisco; Rutter & Co., New York; Drumheller, Ehrlichman & White, Seattle; L. M. Marks & Co., New York; Baker, Watts & Co., Baltimore; Starkweather & Co., New York; Francis, Bro. & Co., St. Louis; Bear, Stearns & Co., New York; Bosworth, Chanute, Loughridge & Co., Denver; Mitchell, Herrick & Co., Cleveland, and W. R. Statts Co., Los Angeles, each pledging for a varying number of shares.

Department Is Disappointed

Undoubtedly the New York insurance department feels disappointed over the outcome. The general impression of those who listened to the hearings was those who listened to the hearings was that if the Commercial Investment Trust bid was not satisfactory then the court should have thrown out all bids and called for further ones. The C. I. T. bid on the stock as a whole. Superintendent Pink of New York, after looking into all the bids, heartily recommended that the court approve the C. I. T. as the highest bidder. The Commercial Investment Trust desired to have the National Surety as a subto have the National Surety as a sub-

Issue Involved

NEW YORK, April 1.—When orders submitted to Supreme Court Justice Valente today by the insurance department and others interested are signed it will be known whether decision of the court last Friday directing sale of the new Nawas recommended to the court for actional Surety to the Bancamerica-Blair Co., was mandatory or permissive; a matter now variously interpreted. It is understood in any event the appeal from the decision will be taken by the Commended to the court for acceptance by Superintendent Pink.

The prevailing impression is that if any change in the bids submitted March 9 was to be allowed, all bidders should have been given opportunity to revise their offers.

To Give Lecture



R. E. BAKER

R. E. Baker, Chicago manager of the Preferred Accident, will give the lecture on automobile writing April 7 before the students of the Central College of Commerce of the Y. M. C. A. The instructor in the property insurance course is J. C. O'Connor, editor of the "Fire, Casualty & Surety Bulletins" of The NATIONAL UNDERWRITER, who arranged with Mr. Baker to give the talk. Mr. Baker has had a valued experience in casualty lines. At the beginning of 1913 he was one of the first employees in the United States R. E. Baker, Chicago manager of the the first employes in the United States head office of the Zurich and spent 2½ years at its head office in Switzerland, handling the business of the United States department there. While he was in Zurich the war broke out and he had the united states of the Uni the unique experience of helping the United States consul in issuing temporary or special passports to tourists as well as securing money and transporta-tion for them. Subsequently he helped well as securing money and transporta-tion for them. Subsequently he helped the consul in the work of administering to the helplessly wounded German and French soldiers being exchanged through the good offices of the Swiss Red Cross as they were passing through Zurich daily. Mrs. Baker was one of his as-sistants in the American department of the Zwich at its head office.

When H. A. Behrens, now president of the Continental Casualty, was manager of the industrial health and accident ager of the industrial health and accident department of the Pacific Mutual Life with headquarters in Chicago, Mr. Baker was connected with his office. Later on he was manager of the automobile de-partment of Fred S. James & Co., and later manager of the casualty department of the Hore Judennity, in Chicago, At later manager of the casualty department of the Home Indemnity in Chicago. At one time he was manager of the casualty department of Starkweather & Shepley in Chicago. Altogether he has spent over 25 years in casualty insurance. He was one of the lecturers for the Insurance Institute of America this year, giving a talk on casualty underwriting. He has also been a lecturer in the insurance course at Northwestern University.

Massachusetts Volume Up

BOSTON, April 1.—Massachusetts casualty premiums increased 6 percent in 1935 with a total of \$66,099,789 compared with \$62,340,125 in 1934. Automobile liability premiums increased \$1,-609,467; workmen's compensation, \$1,-140,005 and automobile property damage, \$500,000. Paid losses were 3 percent higher.

bid of \$10,031,000 for the entire capital was recommended to the court for ac-

Gives What Agents Want To Know About Companies

Complete financial information, not only on all stock companies, but all mutuals, reciprocals and Lloyds as well, is found in the new Argus Casualty & Surety Chart for 1936, which has just been issued by the National Underwriter Company. This is the 37th edition of this work and it contains a great mass of detailed information of interest to insurance people. All companies of every class are included if they write \$25,000 a year in premiums. A special section is devoted to accident and health companies, including old line life insur-ance companies that write accident and health. It gives what agents want to know about all companies.

The Argus Casualty & Surety Chart is really two charts in one, because it gives such detailed information about the accident and health companies and their financial standings and business operations, as well as similar informa-tion about the multiple line companies.

Detailed Figures Exhibited

The financial analysis of stock companies includes admitted assets, un-earned premium reserves, net unpaid claims and adjustment expenses, ex-cluding liability and compensation, re-serve for unpaid liability and compensa-tion claims, total liabilities except capital, surplus to policyholders, and capital. The analysis of operations includes net premiums written, premiums earned, total income, losses incurred including adjustment expenses, underwriting ex-penses incurred and dividends paid to stockholders. Ratios shown are losses incurred to earned premiums and expenses to written premiums, and these are added together to give a ratio of combined losses and expenses. Adding these two ratios together does not give a scientific result, but it does give the best glimpse of practical operations. For more accurate results an underwriting and investment exhibit is given, showing not only underwriting but invest-ment profit or loss, with net increase or decrease in surplus.

Besides the financial analysis and

analysis of operations, a detailed show-ing for each company is given on preing for each company is given on pre-miums, losses and loss ratios on the various lines, such as automobile prop-erty damage, liability, auto liability, workmen's compensation, fidelity, etc. This information is given for every line a company writes, so that it is in effect a practical guide for placing business, since it shows at a glance whether a given company handles a given line or not.

The figures on mutuals of course omit capital and also give claim reserves in one column instead of two. The items on mutuals are admitted assets, unearned premium reserve, claim loss reserves and surplus to policyholders. The analysis of operations gives the same items as on stock companies, with losses in two ways, losses paid including adjustment expenses, and losses incurred including adjustment expenses. The dividends of course in a mutual are dividends to policyholders.

In the showing on mutual companies

the premiums, losses and loss ratios on the different lines are not given, except for 14 leading multiple line mutuals.

Accident and health companies are separated from multiple line companies. separated from multiple line companies. Including multiple line companies and accident and health companies in one chart gives the purchaser full information at the cost of one, instead of his being compelled to buy two separate charts. The Argus Chart is the only small reference book that includes all companies and all lines.

Useful to Agents

A great amount of other insurance and all of it interesting. Perhaps the most useful and practical of the additional information in these days is the list showing where companies are licensed. Agents have to take care of operations of their clients all over the United States, and it is important almost daily to know whether a given company is licensed or not where the coverage must be placed. This information is given not only on the stock companies, but on many of the mutuals, not only general mutuals but accident and health societies. societies

Another list, often useful, shows company changes since Dec. 31, 1928, stock, mutual, reciprocal, Lloyds, stock accident and health and mutual accident and

Two interesting exhibits give the com-censation experience for 1935 and also from the beginning of each company's history, and also the liability experience for 1935 and from the beginning. Funds received from and remitted to the home office by foreign casualty companies in this country are shown. The Argus Casualty & Surety Chart

gives complete information on all companies about which an agent is likely to be asked.

New Setup in Michigan of American States Explained

DETROIT, April 2.—Explanation of the purposes and functions of the new Detroit branch in the David Stott building and a review of the company's progress in Michigan marked an agency presting of the American Stote held meeting of the American States held here. About 75 attended from Detroit and there were representatives from Flint, Pontiac, Ann Arbor, Royal Oak, Rochester, Monroe, and Carleton.

The meeting was in charge of W. E.

The meeting was in charge of W. E. Niven, resident vice-president at the branch in Lansing, Mich., who talked on the new Detroit office. He introduced the Detroit staff executives, P. J. Trout, manager, and R. H. Seacat, claims manager. The home office was represented by G. H. Poske, assistant secretary, and F. P. McCune, underwriter. Mr. Poske gave a talk, tracing the company's growth in the Michigan field, and described the principal features of the new comprehensive policy.

neid, and described the principal rea-tures of the new comprehensive policy. In addition the company operates a general branch office for Michigan at Lansing, with Mr. Niven, vice-president, acting as general manager, and E. E. Humpsch, manager of the claim department.

Remittances from and to Home Offices in 1935

Remit-

tances From Head Office	
Canadian Indemnity131,832	98,642
Car & General 26,377	142,752
Employers' Liability 789	819,618
European General	771,307
General Accident	506,904
Guarantee of N. A 88,015	105,720
London Guarantee	500,000
Ocean Accident	362,077
Provident Acci. & Whi.	
Cross 19,638	36,949
Franks 901 470	

Kansas City Sales Meeting

The Kansas City branch of the Aetna The Kansas City branch of the Aetha Casualty held its annual sales meeting with Manager Clyde Bissett in charge.

E. C. Knapp, assistant secretary, spoke on "Improving Insurance Salesmanship"; W. W. Ellis, on "New Developments in the Aetha Plan," and F. W. Potter, instructor home office training school, "Sales Suggestions on Automobile and Public Liability Lines."

UNDERWRITING AND INVESTMENT DATA FOR 1935

(From 1936 Argus Casualty Charts published by The NATIONAL UNDERWRITER)

Prem's Earned	Losses Incurred Incl. Adj. Expenses	Under- writing Expenses Incurred	Ratio to Prem's Earned Loss Und &LEx Exp. Inc. Inc.	Company	Gain from Undrwrtg. & Profit & Loss Items	Gain from Invest- ments	Net Increase in Surplus	Prem's Earned	Losses Incurred Incl. Adj. Expenses	Under- writing Expenses Incurred	Ratio to Prem's Earned Loss Und &LEX Exp Inc. Inc.	Company	Gain from Undrwrtg. & Profit & Loss Items	Gain from Invest- ments	Net Increase in Surplus
19,870,234	9,112,849	9,243,551 7,671,190	45.9 46.5	Aetna Cas. & Sur		2,963,587	1,581,652 2,111,268	1,570,067				Keystone Auto, Club.		263,039	
988,796		379,179	55.3 38.3	Aetna Life	844,070 111,408	3,781,477 175,422	182,407	7,054,071 2,869,914		1,245,957	57.2 43.4	London Guar. & Acc. Lon. & Lanc. Indem	-6,346	187,721 172,260	22,900 228,664
8,555,523 997,339		2,494,213 -75,410	26.3	American Auto American Bonding	77,294 6,396	2,178,922 109,101	2,289,201 88,132	78,685 2,174,276	31,273 1,281,086	39,860 638,814		Maine Casualty Manufacturers Cas	5,835	9,542 586,132	11,634 184,809
1,195,194 1,137,061		481,063 620,602	73.6 40.3 25.0 54.6	American Cas., Pa Amer. Credit Indem	-169,953 465	-40,263 198,504	-275,216 268,463	22,477,519 13,048,156	13,155,106	9,126,561	58.5 40.6	Maryland Cas Mass. Bond. & Ins	-516,030	2,128,952 1,713,729	301,750 1,450,531
5,235,835 1,972,505	3,230,702	1,864,534 633,863	61.8 35.6	American Employers Amer. Fid. & Cas	151,076 26,210	564,260 58,042	740,440 66,753	63,042	26,341	40,436	41.8 64.1	Mass. Pl. Gl	-3,192	21,549	11,043
235,907	122,738	100,992	52.0 42.8	American Fidelity	21,457	6,403	-4,377	999,722 34,754		362,718 8,685	25.0	Medical Prot Mellbank Surety	. 26,069	26,723 1,059,476	6,228 802,522
222,557 468,479	214,439	104,554 242,620	45.8 51.8	American Fire & Cas American General	8,964 18,101	8,271 147,481	18,275 141,583	412,596 588,243		172,369 266,975	68.4 41.3 59.3 45.4	Mercer Casualty Merchants Indem	-56,838 -29,676	90,738 270,814	26,900 247,453
917,204 4,801,814			66.1 24.5	American Indemnity . American Motorists	-72,515 457,912	254,968 124,310	55,389	4,576,454 92,761		2,132,278 63,822	71.8 46.0	Metropolitan Cas Michigan Sur	-810,966	663,066 49,465	-270,917
888,454 2,475,944		160,089 983,046		Amer. Policyholders	116,489 198,701	70,902 1,572,875	37,341 1,469,789	535,800	300,440	123,030 233,048	**** ***	Motor Cos. of Amer Motor Vehicle Cas	. -15,800	40,558	22,859 25,235
1,271,446 9,112,726	650,469	630,617	51.2 49.6	American States American Surety	15,736 533,458	125,985 1,469,887	90,500	1,491,635	1,034,196	393,112	69.3 26.4	National Auto	. 65,979	48,616 21,988	39,872 10,097
869,908	553,170	306,102	63.6 35.2	Anchor Casualty Angelus Indemnity	11,819 -38,429	57,602 21,108	26,167	2,195,518 9,065,343	3,424,494		37.8 52.	National Cas	. 1,002,041	162,531 637,429	a 178,264 1,602,753
287,042 3,125,701	165,216 1 2,302,195	900,874	73.7 28.8	Associated Indem	-66,284	364,719	207,071	13,538,968 378,656	8,910,377 204,200	5,000,102 162,058		New Amsterdam Cas New Century Cas		557,735 12,860	200,000 20,508
253,792	132,637	145,914 136,142	52.3 53.6	Atlantic Cas., N. J Atlantic, Tex	17,615 -14,972	2,973 38,322	20,588 18,350	2,813,628 2,172,396		319,086 1,004,767	58.1 11.3	N. J. Mfrs. Cas New York Cas	864,680	387,667 338,460	239,013 191,622
3,705,498 2,629,680				Bankers Indemnity Bituminous Cas	-270,070 -89,534	486,213 156,229	442,143 189,818	100,434 880,764	42,960	66,649 321,400	42.8 66.	North. & Dakota Tr Northwest Cas.	-9,174	51,134	-14,281
1,104,619 34,044	511,964	474,017	46.4 42.9	Buckeye Union Cas Canadian Indem,	105,718 -7,674	77,829 —10,354	17,498	535,594	317,629	205,594	59.3 38.4	Northwestern Natl	. 11,730	20,212	27,139 23,942
1,469,520	1,022,842	462,132	69.6 31.4	Car & General Central Surety & Ins.	-55,306	137,843 87,538	-33,838	1,597,178 1,296,584	717,052	276,654	55.3 21.3	Norwich Union Ind Occidental Indem	. 113,361	193,649 162,181	27,552 636,274
3,407,19 (5,318,58)	8 3,210,221	2,151,293	60.4 40.4	Century Indemnity	2,022	63,998	291,249	10,685,975 3,762,324		1,103,824		Ocean Acci. & Guar Chio Casualty	203,536 80,723	404,889 114,954	-126,990 147,677
34,973 1,307,340			48.3 49.6	Citizens Cas., N. Y Columbia Casualty	-114,998 118,201	26,146 299,289	489,675	543,426 198,635	322,108		59.3 36.	Ohio Farmers Indem. Oregon Auto.	. 50,076 -2,891	56,277 9,836	106,353 4,957
5,921,648 1,971,58				Commercial Casualty Commercial Standard	-591,200 30,095	32,874 —19,795		507,750 2,674,644	293,004	212,732 601,285	57.7 41.9	Pacific Auto	. 2,013	9,631 30,494	6,629
276,240 146,960	122,987	112,021	44.5 40.6	Connecticut Indem Consolidated Cas	38,075	33,835 22,809	71,933	4,854,691	2,733,918	1,961,118	56.3 40.	Pacific Indemnity	. 186	638,088	140,284 68,937
15,451,07	2 9,279,676	6,274,838	60.1 40.6	Continental Cas	-121,411	1,572,529	441,118	329,288 214,516	145,710	78,062	67.9 36.	Peerless Casualty Pennsylvania Cas	7,888	76,195 12,850	48,883 4,962
126,63 2,781,84	4 1,618,274	1,062,062	58.2 38.2	Eagle Indemnity	121,557	6,671 340,040	a 76,127	1,663,838 4,821,046		705,257 558,214	63.8 11.	Penna. Indem Penna. Mfrs. Assn. Cas	1,222,591	323,102 813,504	26,359
1,180,473 178,953			57.3 33.3	Employers Cas Employers, Ala	82,331 19,594	30,694 5,969		482,810 3,148,23	188,242 1,880,868	45,407 1,228,413	39.0 9. 59.7 39.	Petroleum Cas Phoenix Indem	. 249,161	42,086 29,589	61,833
28,726,94 5,486,86	4 18,799,106 7 2,799,223			Employers Liab	595,094 364,537	1,254,908 464,734		30,130	17,630	14,698	58.5 48.	8 Plate Glass Ins. Corp. 2 Preferred Accident	-2.289	20,013 1,090,463	17,724
22,130 896,990	0 5,021	15,451	22.7 69.8	Essex Fid. & Pl. Gl Eureka Cas	2,978 21,485	17,030 66,458		585,14	341,984	242,498	58.4 41.	4 Preferred Auto	. 7,439	-663	3,002
7,986,72	8 3,616,413	3,858,014	45.3 48.3	European Gen, Reins Excess Ins. of Amer	509,733	1,036,017 370,306	500,000	247,219 3,249	2,603	1,178	80.3 36.	3 Protective Indem 3 Prov. Acc. & Wh. Cr.	6,397	221,503 23,645	5,795
	8 14,291,825	9,339,021	60.7 39.6	Fidelity & Casualty	40,599	4,957,112	4,862,876	11,901,119 3,053,368	1,280,866	1,329,977	41.9 43.	8 Royal Indemnity 6 St. Paul-Mercury	. 448,539	1,162,741 239,173	
10,068,64 4,129,38	5 2,621,141	1,231,803	63.5 29.8	Fidelity & Deposit Firemans Fund Ind	476,654 -225,204	1,271,205 384,607	159,404	1,034,111	282,588		27.3 55. 65.0 33.	Seaboard Surety Selected Risks Ind	6,158	379,731 53,223	
469,62 471,75				Freeport Motor Cas	-166,596 74,494	222,654 49,125		12,569,12: 2,496,78	7,243,710	5,378,651	57.6 42.	8 Standard Acci 4 Std. Sur. & Cas	-90,797	1,105,070 238,862	308,022
655,20		349,490	52.7 53.3	General Cas., Wis Gen. Acc., Fire & Life	-39,020 1,323,039	54,834 1,346,984		138,079 4,521,960	52,915	83,998	38.3 60.	8 Suburban Auto 1 Sun Indemnity	-1.247	4,620	1,572
	0 1,111,896	829,258	57.4 42.8	Gen. Cas. of Amer General Reins.	-7,932 361,551	186,207 1,405,943	54,192	77,38	55,614	73,017	71.9 94.	4 Tennessee Auto	60,320	198,479 81,709	-146,373
5,982,56	9 3,680,421	2,748,116	61.5 45.9	Glens Falls Indem	-457,962	1,004,675	317,228	303,01						89,772	
14,321,69 7,828,67	1 4,903,700	3,161,000	62.6 40.4	Globe Indemnity Great Amer. Indem		1,510,117 1,371,796	743,475	10,078,45 52,257,74	3,879,097 7 30,337,913		38.5 55. 58.1 36.	Travelers Indem Travelers Ins	3,070,591	2,999,306 5,611,468	
304,06 2,258,82			107.3 1.4	Great Lakes Cas Guar. & Indem., Md.	-56,756 -197,155	67,208 385,544		117,85 2,588,82	76,396	48,048	62.3 40.	8 Tri-State Cas 6 Trinity Universal	-6,770	2,957 -39,166	989
77,13 319,36	7 4,523	18,677	5.9 24.2	Guar. & Indem., Del. Guar. Co. of N. A	53,936 24,326	-23,323 106,358		497,78 257,85	280,638	216,338	56.4 43.	5 Union, Ind. 3 United Auto.	. 1.047	28,770 25,146	19,817
	2 19,558,536	11,669,180	61.4 36.0	Hartford Acc. & Ind. Hartford Live Stock.	787,214 60,173	3,298,216 131,976	3,000,000	1,266,12	768,12	482,151	60.7 38.	1 United Pacific Cas	. 12,557	37,996	99,739
4,867,09	0 881,717	3,712,758	18.1 76.3	Hartford St. B	. 363,179	2,029,48	1,734,641		1 18,932,70	11,005,176	67.3 33. 6 63.2 36.	6 U. S. Casualty 7 U. S. Fid. & Guar		944,106 2,330,229	2,285,626
379,19 1,724,42		657,286	84.8 38.1	Hawkeye Cas Home Indemnity	-389,220	23,042 843,550	446,757	4,461,21 28,60		7 1,951,331 5 20,078	41.3 43. 5 35.6 70.	7 U. S. Guarantee 2 U. S. Plate Glass	705,477	1,172,470	
143,22 9,80	1 3,178	5,953	32.4 60.7	Home, Hawaii Home Plate Glass	50,611	156,190 4,913	2,034	399,95 667,05		111,052	2 77.9 27.	8 Universal Indem 1 Utilities Ins. Co	-24,036	93,126	67,348
745,89 20,42	9 364,730	343,138	48.9 46.0	Hoosier Casualty	-353	28,790 4,392	17,376	3,20 728,24	6			Virginia Surety 5 West American	3,207	10,676 73,783	6,695
291,57 408,70	7 167,884	132,476	57.6 45.4	Illinois Casualty Illinois Natl. Cas	-9,565		16,276	2,532,71	6 1,899,61	6 774,812	75.0 30.	6 Western Cas. & Sur.	-139,240	182,841	43,601
11,483,32	2 6,460,773	4,816,226	56.3 41.9	Ind. Ins. Co. of N. A.	237,081	1,432,345	1,487,473	335,38 362,97	5 151,01	129,83	41.6 35.	8 Western Casualty 8 Western Surety	76.876	79,276 92,48	7 149,280
1,84 581,78	7 283, 295	285,569	48.7 49.1	Indiana Bond. & Sur. Indiana Ins. Co	13,768	20,877	24,073	947,77 832,70	1 560,143 3 462,263	430,202 1 615,855	59.1 45. 55.5 74.	Wolverine	-39,997 28,847	57,10 156,94	1,109
258,34 9,19	6 1,556	5,635	16.9 61.3	Inland Bonding Inland Casualty	2,059	79,527 2,942	-4,999	11,540,61	8 7,419,93	4 4,198,70	8 64.3 36.	4 Zurich Gen. A. & L.	. -23,360	1,417,87	a1,122,231
103,70 59,40	8 23,109	56,951	22.3 54.9	International Fid Kansas Bankers Sur	24,348	43,174		a) Sur	olus is fi	xed. Fig	rure is c	hange in special funds.			
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FIDELITY AND SURETY NEWS

Objects to the Healey Bill

U. S. Chamber of Commerce Protests Against the Regulation of Wage and Hour Codes

WASHINGTON, D. C., April 1.— Vigorous opposition to the Healey bill, now pending in Congress, which would impose arbitrary wage and hour codes

upon those having contracts to supply the government with goods, is offered by the U. S. Chamber of Commerce.

Presenting the viewpoint of the Chamber's membership before the subcommittee of the House judiciary committee, Harper Sibley, president of the chamber, said:

"The U. S. Supreme Court on sev-

eral important occasions has declared invalid delegations of legislative power less pronounced than the delegation to the Secretary of Labor contained in this bill. Moreover, the language used in the prevailing opinion invalidating the Agricultural Adjustment Act would seem to apply to the proposal in this bill to use federal contracts to obtain in the processes of production compliance with federal regulations. In that opinion, the adjustment act was called a scheme for purchasing with federal funds submission to federal regulation of a subject reserved to the states.

"Aside from legal considerations, there are many practical objections to eral important occasions has declared

there are many practical objections to the legislation. The processes of pro-duction of materials and articles are such that a plant cannot, under the

conditions of modern industry, follow one set of hours and one set of wages in turning out articles for delivery under a government contract and another set of hours and wages for production of like articles in the same plants. Bringing under federal regulation plants with contracts would also plants. Bringing under rederal regula-tion plants with contracts would place such plants at a disadvantage in their competition in the market with plants that do not have contracts and do not come under this regulation. These con-sequences would be produced, it should be emphasized, not only for contractors but for their sub-contractors and sup-pliers."

Portland Surety Men Honored

PORTLAND, ORE., April 1.—At a meeting of the Surety Association of Portland, five veterans with 25 year records were honored: W. J. Lyons, American Surety; K. V. Livesley, Bates, Livesley & Pearson; C. O. Prive, Massachusetts Bonding; O. W. Davidson,

OKLAHOMA CITY, April 1.—The state insurance board has approved for the time being the schedule filed by the National Bureau of Casualty & Surety Underwriters which provides an increase of 15 percent in automobile public liability rates on commercial cars, which has been under consideration for several weeks. No change in rates on private cars is entailed. The board also approved a guest rider to be attached to automobile public liability policies.

Officials in Chicago

Claude Trinder, vice-president, and T. L. Bean, production manager of the Royal Indemnity, and George McCagg, production manager of the Eagle Indemnity, were in Chicago last week.

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PAYROLLS POINT THE WAY

INCREASING payrolls are an index not only of improved business conditions but of an immediate opportunity for agents and brokers to sell more Payroll Insurance.

Facts you need to help you sell Paymaster Robbery and other burglary coverages are contained in a recent series of U. S. F. & G. "Pathfinders." Copies are available upon request at your nearest U.S.F. & G. office.



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"Consult Your Agent or Broker as You Would Your Doctor or Lawyer"

Casualty Net Premiums and Paid Losses in 1935 in PENNSYLVANIA

	Prems.					er Liab. Losses	Wor Prems.	k. Comp. Losses	Fidel Prems	lity-Surety	Plate Prems,	Glass Losses	Burgla Prems	ry-Theft Losse	Prop. Prems	D. & Coll.
Aetna Cas	. 1,135,540						0 17,03	6 4,44	\$ 7 368,68	\$		9,31	\$	\$	*	*
Aetna Life	76.230	0 20,02	7 55,24	7 16,64	3				3							
Amer. Cas	. 527,426	8 289,60	7 225,93	8 155,06	9 24,11		9 84,99				17,885	5,48			214,177	66,771
Amer. Motorists Amer. Mut. Liab	. 58,334	26,79	6 39,45	9 20,90	7 1,52	8 1,36	4		47	7	545	1,015	5			17.559
Amer. Reins Amer. Surety	. 276,158	63,099	55,82	5 28,878	12,96	6	8 142,61	13,955	55,50	3 14,026		16	333 5,818	51	49,808 1,756	17,515 517
Assoc. Indem	. 150,878	92,911	82,21	3 56,45	10,17	2,87	2 15,71	12,825	100	0	5,654	2,007	7 1,818			5,828
Bldrs. & Mf. Mu. Cas Car & General	. 84,948	37,613	47,23	0 20,193	1 1,92	7 1	5 11,390	4,561			-118	711 278		43	24,518	3,364 12,568
Cas. Recip. Exch	. 3,472	200			. 3,47	20	0				3,672	2,652		199	*****	*****
Central Surety Century Indem	. 252,170 . 385,608	157,500 132,111	161,523 126,74	120,741	7,580	1,33	3,140	1,088	4,10		27,098 14,030	13,466 4,450		886		19,936
†Columbia Cas Commercial Cas	. 296,617	17,385			10,97	1,07	4	2,775	21,362	9,105	4,516 14,677	1,900 5,280	8,046	7,217 777 858	358	6
Continental Cas Eagle Indem.	116,360	51,453	32,190	24,744	10,561	1,384			321,411	1 24,020	16,446 2,043	5,042 1,713	33,782	6,235	88,291	30,179
Employ. Liab Employ. Reins Erie Ins. Exch	315.071	934,442 45,315	168,551	18,422	35,857	1,907	793	156	36,390 23,643	0 8,796	28,482 202	15,426	71,004 2,564	17,971	199,717	6,746 78,140 7,464
Eureka Cas	757,731	314,565	196,504	86,271	5,896	1,043	478,328	186,308	943	3 14,225	122 831	16 199		*****	128,760 74,801	43,729 26,519
Europ. Genl. Reins Excess Factory Mut. Liab	465,571	123,887 179,016 14,777	325,311	123,028	25,157	466	15,821	2,371	68,556 20,624	1,764			105,637 2,278	21,497 629	4,135 88,525	25 50,697
Farm Bureau Mut Fidelity & Cas	506,171	212,647	291,003	126,652			990 955		990 000	*****				*****	23,053 206,060	7,006 82,855
Fidelity & Deposit Fireman's Fund Indem.	544,043	106,474 72,762							286,082 497,955 33,724	97,471	41,900 5,992 2,832	14,553	40,096	16,251 7,313	172,684	64,711
General Cas. Co	1,717,897	727,060 10	790,288	352,741		55,707	207,825	93,501			17,252	1,192 5,272		1,589 53,871	17,342 297,349 17	106,786
General Reins	346,487	123,974 142,211	71,400 92,752		16,954 50,513			39,806	60,977 42,183	12,505	120 23,022	6,391	28,853 24,596	3,479 5,104	10,544 38,121	3,609
Great Amer. Indem Goodville Mutual	87,419	79,964 18,088	50,092	9,285			47,969	16,193	45,564	-8,725	9,785	3,684	12,884	1,750	41,430 87,327	12,979 12,513 8,703
Globe Indem Great Lakes Cas	4,754	338,544	274,515 2,670		108,893	42,195	171,499	105,952	91,418	-6,458	15,130	5,207	15,367	8,771	111,292 2,082	33,446
Hdw. Mut. Cas	188,764	5,829 57,034	91,076	26,065	6,764		43,734	17,691	85,567		4,847	1,947	2,221		40,122	10,736
	1,746,769	520,128 700,536	732,510 637,009	363,015	159,223		235,110		299,861		30,029	11,198	83,390	21,360	346,428 263,202	132,198 90,074
Indem. of N. Amer Inland Bonding	72,085 2,281,195 33,455	59,623 671,535	41,849 586,507		4,658 288,147	46,367		76,814	4,977 716,827	-3,798 109,057	3,129 $45,680$	1,214 14,453	4,407 195,194	2,366 35,333	13,033 218,506	4,877 61,060
International Fid Jamestown Mut	1,068 64,931	15,270	44,673	10,133	552	12		*****	33,455 1,068				* * * * * * *		10.700	******
Keystone A. Club Laundry Own. Mut	1,226,555 24,705	593,064 15,900	883,719	461,369			24,705	15,900	*****	*****	*****				19,706 342,836	5,125 131,695
Liberty Mut. Mass London & Lanc	1,472,799	707,733 44,383	303,633 43,645	130,546 20,258	125,030 18,750		897,516 16,920	499,020 7,445	25,820 4,836	5,756 4,956	1,232 3,300	302 1,021	14,013 7,648	1,883 684	104,676 18,207	44,021 6,349
Lumbr. M. Cas., Ill	449,471 1,101,515	232,653 548,021	132,814 590,998	94,061 333,203	58,759 73,743		102,434 158,099	61,761 72,291	1,577 1,101	1,482 2,541	10,003 2,926	3,446 1,253	18,097 11,577	2,405 7,254	48,930 209,814	29,662
Lumber M. Cas., N. Y. Mfrs. Casualty	11,363 930,116	8,966 347,839	1,671 492,215	5,444 150,316	980 9,272	2,284	8,277 225,329	3,431 131,732		*****	******				435 203,300	69,421 91 63,507
Maryland Cas Mass, Bonding	538,182	840,514 190,620	448,134 125,383	198,880 62,125	207,840 26,784	72,220 3,924	571,518 49,005	373,957 25,761	275,721 74,547	43,423 3,009	38,053 6,650	16,832 2,419	$\frac{129,144}{15,021}$	31,826 2,507	173,400 47,339	53,895 19,706
Medical Prot Merch. Indem Mellbank Sur. Corp	102,663 27,216 35,986	24,851 10,272	26,728	9,939	102,663 9	24,851		* * * * * *	95 096	* * * * * *	507	333				* * * * * * *
Merch Mut. Cas Metropolitan Cas	9,690 191,716	15,149 134,007	6,337 68,594	12,951 62,485	188 19,657	2,514	5 2,904	1,343 21,154	35,986 9,468	1,958	191 13,693	4 019	9 900	450	2,969	855
National Cas Natl. Grange Mut	118,334 66,077	41,288 16,168	7,265 47,731	833 11,033	3,355	752	4,090	2,941	9,774	500	974	4,813 385	8,306 1,203	450 115	30,714	13,113
National Surety Natl. Union Indem	468,392 178	65,998 17,510		1,968		744	*****		355,576 178	45,671 14,649	2,987	753	109,771	19,574	18,346	5,135
New Amsterdam New Century Cas	1,164,481 39,935	473,335 24,735	324,818 10,067	183,886 10,059	158,334	34,884	207,519	126,173	251,794	50,079	41,028 17,069	13,188 8,382	43,461	11,582	115,807 12,799	40,705
New York Cas Norwich Union	18,096	62,949 15,657	21,780 9,334	23,455 8,263	7,704 2,008	1,640 1,066	20,709 1,738	7,827 3,057	83,391	11,254	37,729 763	12,397 1,396	10,871 204	1,853	8,920 3,855	6,294 4,523 1,868
Ocean Acci Ohio Cas	479,351 214,048	255,594 85,886	159,817 149,030	92,374 59,553	34,774 1,725	14,373 358	110,672	102,662	17,421 1,574	5,851 1,748	11,804 2,012	3,732 488	20,952 754	2,755 17	63,328 58,432	26,203 23,587
Pa. Cas. Pa. Indem. Pa. Mfrs. Assn.	231,158 1,062,059	101,676 507,188 2,396,481	127,185 758,649 775,309	59,530 400,415 331,591	7,685 218,795	2,114	3,604,108	1 000 400	* * * * * * *		*****		*****		65,235 283,355	16,182 97,420
Pa. Thresh. & Farm Pa. Mut. Pl. Gl	1,633,866 6,110	575,206 1,675	375,573	83,330	5,972	60,691 423	1,114,814	1,863,403 444,797	*****	*****	6,110	1 075	*****		397,211 137,507	140,796 46,656
Phila, Mut. Pl. Gl Phoenix Indem	1,489 137,493	760 58,064	38,069	14,979	26,254	5,403	36,704	28,039	******	*****	1,489	1,675 760	*******	******		******
Preferred Acci Protective Indem	191,172 11,587	51,337 1,138	78,867 6,833	26,312 152	1,844	125		******	6,189	-5,481	2,391 4,324 1,876	632 869 460	15,605 17,599 125	4,095 977	13,386 24,576	4,337 8,154
Royal Indem St. Paul Merc. Indem.	742,629 124,799	290,067 18,445	277,350 22,426	113,768 7,807	60,617 22,457	25,101 1,367	125,374	76,790	76,403 67,487	24,708 6,057	14,990 1,057	5,379 125	51,150 2,849	7,323	2,012 97,643	489 29,338
Seaboard Mut. Cas Seaboard Surety	21,055 122,312	-1,172 55,477	21,435	-3,589	273			*****	122,312	55,477	208	16		840	8,376 —861	2,249 2,401
Sectrity Mut. Cas Shelby Mut. Pl. Gl	60,092 81,985	17,898 30,313	22,463 14,443	2,284 4,333	16,313 2,645	650 512	17,681	14,269		• • • • • •	57,214	22,881	21	*****	2,784 7,683	695 2,587
Standard Acci Standard Sur. & Cas. State Auto. As., Ind	605,036 190,262	234,080 74,458 573,497	133,526 72,538 628,693	72,109 39,896	60,422 $18,414$	16,040 7,193	176,575 25,174	113,937 10,494	102,437 21,571	-8,264 $-1,310$	11,978 6,740	3,638 3,292	20,216 10,682	2,558 535	66,023 25,135	20,622
Stuyvesant M. Pl. Gl Sun Indem.	8,439 150,459	3,281 170,525	63,230	119,909	5,354	1,197	25,962	19,378	16,618	11 224	8,439	3,281		******	353,485	180,053
Travelers		1,646,620 197,600	1,216,991 264	509,701	343,496 36,278	96,220 4,560	740,750	518,484	*****	11,334	1,665	529	3,732	224	26,717	13,420
U. S. Cas U. S. F. & G	493,272 2,019,777	283,952 808,621	107,637 435,958	92,456 243,258	72,329 224,184	38,212 68,069	149,579 347,401	99,504 211,473	36,359 646,491	-1,814 158,088	50,514 13,808 26,207	13,470 4,899 9,705	179,603 19,125 86,356	27,050 5,556 9,939	453,558 35,900	146,681 12,587
U. S. Guar U. S. Plate Glass	348,514 31,035	90,193 9,998	122,147	55,314	40,414	11,650	367	24	120,823	2,591	811 31,035	103	27,115	9,939 7,649	181,799 36,774	79,654 12,862
Utica Mutual Util. Mut. I., N. Y	88,507 93,764	39,692 49,910	49,367	9,815	559		19,250 93,764	22,388 49,910		*****	10	9,998	*****	*****	19,280	7,481
West, Cas. & S. Kan West, & South, Indem.	202 46,596	8,634 35,647	-30 27,614	6,724 32,264	1,784	25 727		-16	220	-5,025	3,478	2 959	621	14	22 8,746	1,899 6,938
Yorkshire Indem Zurich	65,923 789,080	17,437 331,600	285,313	146,810	27,722 139,630	11,351 33,022	1,932 198,635	258 98,833	567	*****	21,302 19,131	8,096	2,389 27,373	1,011 4,061	10,281 114,920	4,726 39,596
Total, 193565 Total, 193466	0,163,483	26,640,667 1 27,231,795 1	7,877,705	9,169,999 8,270,939	3,733,126	1,202,058 1 1,111,550 1	11.398,742	7,109,193 6,761,734	6,251,138 6,450,785	871,860 2,834,037	852,061 862,460	298,951	1,932,066	397,694	7,344,719	2,681,405
†The Columbia Casus	alty wrote	and reins	ured the f	ollowing b	usinesses i	n the Oce	an Accide	nt: Auto li	ability, \$38	3,219; auto.	P. D., \$12,	880; coll.,	1,900,324 \$1,253; co	470,787 mp., \$22,7	7,271,099 95.	2,626,140

Companies Writing Other Classes of Casualty Business in PENNSYLVANIA

ALL ACCIDENT & HEALTH, INCLUDING NON-CAN,	Amer. Reins	1,705	5,600 Columb. Natl.		Cosmopolitan Industrial	Prems. Losses 55.839 13.381
Aetna Life	Bankers Indem., N. J Ben. Ry. Employ Bus. Men's Assur Central Surety Century Indem.	146,253 4,424 721	1,564 Columbian Prot. 87,598 Commercial Cas. 9,504 Columbus Mut. Life.	18,961 8,369 130,427 73,096 107,314 60,905 255,349 128,463	Craftsman Eagle Indem. Employ. Liab. Employ. Reins.	37,322 14,225 5,274 1,719 35,503 12,484 16,778 5,164
	Columbia Cas.		8,138 Continental Assur 1,290 Continental Cas	3,994 1,393 289,517 149,428	Equit. Life, N. Y	248,054 127,918 PAGE 36)

SAFE DRIVING

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WE HAVE

FINE CARS

FINE ROADS

BUT-

SAFE DRIVING

IS WHOLLY A

PERSONAL

MATTER!

DRIVE

THOUGHTFULLY

COURTEOUSLY

KANSAS CITY
NEW YORK
CHICAGO
LOS ANGELES
SAN FRANCISCO

7,481

EMPLOYERS REINSURANCE CORPORATION

E. G. TRIMBLE, President

(CONTINUED FROM PAGE 34)

	D	T
	Prems.	Losses
Europ. Genl. Reins	67,379 640	50,344 61
Excess Mut Auto	4.563	2,547
Farm Bureau Mut. Auto. Federal L. & C	93,168	31,406
Federal Life, Ill	90,200	61,480
Fidelity & Cas	104,075	55,649
Fidelity H. & A	17,215	6,678
Fireman's Fund Indem	4,737	1,024
General Acci, General Amer, Life	107,750	58,252
General Amer. Life	64,692	49,508
General Reins.	36,325 16,940	17,602 4,907
Glebs Indem	33,250	23,341
Globe Indem Great Amer. Indem	9,744	6,589
Hantford Acci	38,922	14,421 8,371
Hoosier Cas	18,914	8,371
Hoosier Cas. Indem. No. Amer. Inter Ocean Cas. Int. St. Bus. Men's John Hancock Mut. Life	61,997	24,675 40,946
Int St Bus Men's	118,904 46,720	25,421
John Hancock Mut. Life	2,490	334
Kentucky Central Lite.,	104,017	29,125
Liberty Mutual	879	2
London & Lanc	2,941 32,838	8,802
London Guar	101,382	42,476
Lumbermen's M. Cas., Ill.	49,162	31,695
Maryland Cas	108,591	39,887
Mass. Acci	111,868	42,045
Mass. Bonding	193,453 174,807	71,089 97,234
Mass. Prot.	358,743	180,394
Metropolitan Cas Metropolitan Life	38,266	27,460
Metropolitan Life	1,724,875	917,798
Monarch Life National A. & H	407,095 131,169	179,390 48,341
National A. & H National Cas.	88,580	34,446
National L. & A	62,676	62,852
New Amsterdam	21,719	12,838
No. Amer. Acci	155,724	43,758
Norwich Union	194 24,672	16 6,350
Ocean Acci Ohio Casualty Ohio State Life Pacific Mut. Life	200	
Ohio State Life	2,608	897
Pacific Mut. Life	259,622	205,748
Pan-American Life Paul Revere	195 17,880	7,807
Penna Casualty	38,738	25,964
Penna. Casualty Penna. Indem	12,370	7,239
Phoenix Indem	3,592	579
Preferred Acci Prot. Indem	57,773 733	20,381
Prov. L. & A	188,577	94,016
Prudential	227,968	120,217
Reliance Life	139,380	52,090
Royal Indem	12,162	2,747
St. Paul Merc. Indem Security M. Cas., Ill	47 197	
Security M. Cas., Ill Standard Acci	33,861	13,440
Standard Life	12,093	4,907
Standard Surety	10,008	3,275
Sun Indemnity Travelers	7,181	4,534
United Ben. Life	1,202,422 108,640	522,215 44,285
United Cas.	21,699	9,861
II S Caqualty	58,535	32,552
II G F P. C	71.094	28,308
U. S. Guar	63 398,152	140,079
Wash, National	4,353	1,770
World Mut. H. & A	35,918	12,757
U. S. Guar	4,078	1,182
		\$4,678,114
Total, 1935	9,669,264	4,563,840

STEAM BOILER

STEAM D	OILER	
	Prems.	Losses
Aetna Cas	.\$ -20	*****
Amer. Cas	. 1,323	
Amer. Employ	. 3,434	
Amer. Reins	. —32	67
Columbia Cas	. 3,709	
Continental Cas	. 9,051	381
Eagle Indem	6,308	45
Employ. Liab,		712
European Genl. Reins		342
Excess		
Fidelity & Cas		2,527
General Acci		530
General Reins		134
Globe Indem		1,155
Hartford S. B		40,441
London Guar		351
Lumbermen's Mut. Cas.		
Maryland Cas		2,08
Mutual Boiler		
Ocean Acci.		2,581
Phoenix Indem.		
Royal Indem		1,74
Security Mut. Cas		
		4.03
Travelers Indem	. 00,000	1,000
Total. 1935	.\$ 624,122	\$ 57,15
Total, 1934		56,12
EUGE, 2007		00,2

ENGINE & MAC	HINERY		
1	Prems.	I	osses
Aetna Cas	-2,458 $2,535$	\$	4,195 633
Amer. Reins	16,354		458
Continental Cas Eagle Indem	705 8,230		579 878
Employers Liab Europ. Genl. Reins	1,170 —888 —11,766		7,030
Fidelity & Cas General Acci. F. & L	16,123 234		3,493
General Reins.	-3,506 12,460		6,635
Hartford S. B London Guar.	141,310 2,730		33,803
Lumbermen's Mut. Cas Maryland Cas	658 17,969		3,26
Mutual Boiler Ocean Acci	6,898 15,888		1,679
Royal Indem.	662 14,217 —239		3,169
Travelers Indem.	22,292	_	1,81
Total, 1935\$ Total, 1934	261,580 518,930	\$	72,054 61,29

CHANGES IN CASUALTY FIELD

Beatty to Head New F. & C. Service Office in Michigan

DETROIT, April 1.—The Michigan branch of the Fidelity & Casualty in De-troit will establish a service office in Flint on April 6 in order to supply faster service to agents in the east central region of the state. H. B. Carr, Michigan resident manager, has appointed C. J. Beatty field man in charge of the new

Mr. Beatty has been a special agent in the bonding department of the Michigan branch for the past 18 months, having come to the Fidelity & Casualty from the Standard Accident, where he had been graduated from that company's training school. A service office was training school. A service office was maintained in Flint until April, 1932, under G. F. Williams, now superintendent of the bonding department, Michigan branch office.

J. P. Barrett, who has been associated with the Fidelity & Casualty for the past 16 years, was transferred to the Michigan branch from the metropolitan New York branch office as special agent New York branch office as special agent in the bonding department for Wayne County. Mr. Barrett has been in the production department of the Queens, Long Island, office for the past four years. E. F. Schroeder, who has been assistant resident manager, has resigned to enter local agency works. to enter local agency work.

New Setup in Hartford

E. B. Fields, formerly casualty manager in the Hartford branch of the Travelers, has been made advisory manager of casualty lines. The new manager is M. N. Platt, formerly of Kansas City. Mr. Fields has been in the office 30 years. E. F. Hussey continues as assistant manager while W. H. Athins is transformed to Hartford from kins is transferred to Hartford from Richmond as general assistant manager. H. F. Danvers is transferred from Chicago to Hartford as special assistant in indemnity lines.

Wilson Agency Title Changed

The title of the W. G. Wilson agency of Cleveland has been changed to Benner & Co. There has been no change in personnel.

Tierney Goes to Cincinnati

The Hartford Steam Boiler has announced that Special Agent Frank P. Tierney who has been in charge of the Louisville branch since 1933 has been transferred to Cincinnati which is under Manager J. P. Kerrigan. Mr. Tierney's new territory is to be southwestern Ohio, southeastern Kentucky and part of Cincinnati. A. L. Zepf, who has been associated with the Cincinnati office, succeeds Mr. Tierney at Louisville.

Union Mutual Casualty Appointment

W. L. Keefe of Sioux City, Ia., has been appointed field supervisor by the Union Mutual Casualty of Iowa.

SPRINKLER LI	SAKAGE		
	Prems.	1	osses
Aetna Cas	24,485		11,581
Commercial Cas	38		
Indem. Ins. of No. Am \$	3,063	\$	380
Maryland Cas	9,862		4,242
Metropolitan Cas	114		
U. S. F. & G	287		127
Total, 1935	37,849	8	16.330
Total. 1934	31,293		20,374
LIVE STO	CK		
LIVE STO	Prems.	1	osses
Hartford L. S		3	4,744
Total, 1935	14,917	8	4.774
Total, 1934	11,568		6,173
CREDIT			
	Prems.	1	Losses
Amer. Credit Indem \$	228,179	8	40,909
Europ, Genl. Re	4,109		
London Guar	35,843		3,213
National Surety	58		
Total. 1935	268,189	3	44,122
Tetal. 1934	282,493		93,446

Maryland Casualty Names Hangar to the Home Office

KANSAS CITY, April 1.—Ralph Hangar, manager of the casualty de-partment Maryland Casualty branch of-fice here six years, has been promoted to the home office as an underwriter for liability and compensation. Mr. Hangar's promotion, it is understood, introduces a new policy of bringing men into the home office from the field.

Mr. Hangar has spent all of his time in the insurance business with the Maryand. After attending the home office school, he spent three years as special agent working out of St. Louis. He then came to Kansas City to take the position he now leaves. He has taken an active part in the Junior Underwriters Association, of which he was one of the expenience. of the organizers.

Schroeder Goes to Detroit General Agency of the F. & C.

DETROIT, April 1.—Earle F. Schroeder has resigned as assistant resident manager Michigan branch office of the Fidelity & Casualty here to join the casualty department of Homer Warren & Co., general agents for the Fidelity & Casualty under J. A. Grow, vice-president of the company in charge of the insurance department and president Michigan Association of Insurance

Michigan Association of Insurance Agents.
Mr. Schroeder has been associated with the Fidelity & Casualty in Detroit, Lansing, Flint and Grand Rapids over a period of 11 years and was superintendent of the casualty department of the branch for some years until August, 1935, when he became assistant resident manager. manager.

Chicago Branch Is Closed

The Iowa Mutual Liability closed its Chicago branch office April 1, General Manager H. L. Nehls of the head office announced while in Chicago making arrangements. All territory formerly under the Chicago branch office, except Cook, Du Page and Lake counties, Ill., is being serviced from the home office. H. B. Dodson, special agent, has resigned. Some of the clerical personnel is being sent to the home office and the mutual will accept no fur-The Iowa Mutual Liability closed its office and the mutual will accept no further business in the three counties mentioned. It plans to enter five states in addition to Illinois, Iowa, Wisconsin and Minnesota, in which it has operated for some time. Northern Illinois territory has been placed in charge of J. C. Tobin, who has been underwriter at Chicago for several months. He reat Chicago for several months. He replaces Mr. Dodson. E. O. Snow continues as payroll auditor and special representative in the remainder of the state. The decision to abandon the three counties was made, Mr. Nehls said, when it became apparent it was difficult to make a profit there. The mutual, however, about broke even on its business writen in Cook, Du Page and Lake counties and Lake counties.

The service office will be maintained for some time in the branch quarters, with S. A. Williams, superintendent of claims, in charge.

Seaboard Office Change

The Chicago office of the Seaboard Surety under Manager John F. Schmidt is being moved from A1761 Insurance Exchange to A1859. Heretofore the Seaboard Surety has been operated from the same office as the Yorkshire but the two offices will now be separated.

Robt. Moore with Engelhard

Robert Moore, formerly connected with the compensation and liability underwriting department at the head office

of the Continental Casualty, has joined the Continental Cashatty, has joined the Engelhard & Co., agency of Chicago as casualty manager. He takes the place of W. A. Eakin, who has joined the Employers Liability. Mr. Moore has been connected with the Continental Casualty about three years.

Quinn Agency Supervisor

Gregory L. Quinn has been appointed agency supervisor in the Chicago office of the Employers Liability group, which handles Illinois, Iowa, Wisconsin and part of Indiana. This is a new position. He has formerly been in charge of accident and health reduction for the green dent and health production for the group there. His earlier experience was with the Aetna Life in Los Angeles. John R. Sawtell has been appointed special agent for the power plant lines

for the Employers' group at Chicago. He has had considerable experience in

Mr. Sawtell was formerly connected with the Harmon agency of Oshkosh, Wis., which is general agent for the Employers Liability. He had specialized

ployers Liability. He had specialized there in boiler work.

W. A. Eakin, who has been in charge of casualty and surety for the Engelhard & Co. agency of Chicago, has resigned to join the Employers Liability as special agent in Illinois and Cook county. He has been connected with Engelhard & Co. about five years. Previously he was field manager with headquarters in Chicago for the Century Indemnity and before that was connected with the Phoenix Indemnity.

Montgomery to Manchester

The Travelers has appointed Ray Montgomery assistant manager for cas-ualty lines at Manchester, N. H. He

was formerly special agent at Rochester, N. Y. where he has been succeeded by S. J. Whiteman.

Shell Gets Surety End

The Hartford Accident has closed its surety department office in Cincinnati and its business has been consolidated with that of Albert W. Shell & Co., general agents, heretofore representing the company in all but the surety de-

Takes New Grand Rapids Office

GRAND RAPIDS, MICH., April 1.-GRAND RAPIDS, MICH., April 1.—
A long time lease on the Perkins building on Pearl street here has been taken by the Aetna Life and affiliates. The present quarters are in the Federal Square building. The new home is to be made a model, with new floors and partitions are sententitions and conditioning system.

Evans Says Auto Mishaps Greater Evil Than Floods

President Silliman Evans of the Maryland Casualty, while in Los Angeles on a brief visit to Southern California, remarked that na-ture on one of her worst ramture on one or ner worst ram-pages did not kill as many people in the eastern floods as would have been killed had the streets not been flooded and people could have traveled in their automobiles. "In the United States last year there were 35,000 people killed in automobile accidents," said Mr. Evans, "and in the wide area of the recent floods only about 200 persons were killed. It is safe to assume that in that area in the same time more people would have been killed in motor accidents had people been able to go about their ordinary business. The fact that a major calamity of nature can't kill as many human beings as are killed in the normal course of civilized life should cause further emphasis on the problem."

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Accident and Health Week Interest Near Boiling Point

BIG PLANS MADE IN CHICAGO

General Committee Receives Request for Advertising Material from Honolulu

Plans for the observance of National Accident & Health Week, April 20-25, in Chicago and for an intensive campaign to increase the membership of the club to 100 were discussed at a special club to 100 were discussed at a special uncheon meeting of the Chicago Accident & Health Club Monday. Plans for the membership drive were outlined by C. H. Davis, Pacific Mutual Life, and D. W. Ellis, Monarch Life, who also urged that the various agencies arrange for window displays on the ground floors of the buildings in which they are located.

Harold R. Gordon, executive secretary Health & Accident Underwriters Conference and chairman of the general committee in charge of Accident & Health Week, outlined the material prepared by the committee and particularly the spe-cial animated window display for which it has arranged, and told something of the activities of the companies, agencies and local clubs in connection with the

Many Reservations for Breakfast

Many Reservations for Breakfast

A. D. Anderson, Continental Casualty, reporting for the local Accident & Health Week committee, expressed his conviction that the goal of 600 in attendance at the big breakfast at the Hotel La Salle the morning of April 21, with one "app" required as a condition for admission, will unquestionably be reached. More than 200 reservations have already been received, with only a small number of offices canvassed. E. J. Schofield of the E. L. Rickerd Advertising Agency, Detroit, former executive of the Globe Indemnity and Standard Accident, will speak at the breakfast on "Enthusiasm."

About 80 responses expressing interest in the plans for the week have been received so far from the circular letters sent out to 378 general agencies, branch offices and brokerage firms in Chicago. The committee has distributed 2,500 Accident & Health Week blotters beginning

The committee has distributed 2,500 Accident & Health Week blotters bearing the club's imprint in the buildings where most of the Chicago insurance offices

are located.

NATIONAL INTEREST MOUNTING

Preparations are being rapidly pushed by accident and health companies for the nation-wide observance of Accident & Health Insurance Week. Companies everywhere writing accident and health insurance are lending every effort toward making the event this year an outstanding success.

Local accident and health associations have completed their plans for focusing public attention on this line of insurance the third week in April. Agents everywhere are enthusiastic over the attractive publicity material that has been placed at their disposal for use that week. Even from far-off Hawaii a request has been received by the general committee for advertising material to be used by one of the home companies at Honolulu. The material is being rushed by airmail express to San Francisco to catch a boat to insure its delivery prior to April 20.

Enthusiasm is approaching the boiling point among agents, who look upon the special national Accident & Health Insurance Week not merely as a "one week's sales drive," but as a permanent advertising medium whose stimulating effect is bound to be felt for many weeks

advertising medium whose stimulating effect is bound to be felt for many weeks afterward.

Speaks at Los Angeles

S. C. Thiele, claims superintendent at Los Angeles for the Aetna Casualty, spoke at the luncheon meeting of the

Casualty Association of Los Angeles on the recent developments in workmen's compensation in connection with a program proposed by Charles Son, new member of the industrial accident commission. After general consideration, Chairman H. C. Gillespie, U. S. F. & G., appointed a committee composed of W. E. Shiels, manager Travelers, and Mr. Thiele, to personally discuss the Mr. Thiele, to personally discuss the matter with Commissioner Son.

Kill Massachusetts Bills

BOSTON, April 1.—Some five important casualty measures before the Massachusetts legislature were effectually disposed of the past week when they were killed in committee by unfavorable reports. They included Registrar of Motor Vehicles Frank A. Goodwin's bill for a state fund for the compulsory automobile liability insurance was a state fund for the compulsory automobile liability insurance. compulsory automobile liability insur-ance act; a bill for rating and a con-

trol bill for the compulsory cover; a measure forbidding insurance companies to refuse compulsory coverage in cases where the applicants refused to answer questionnaires; a measure to allow the payment of hospital charges out of the proceeds of insurance policies. of the payment of insurance policies; the restoration of guest coverage to the compulsory act; and a bill to allow lia-bility suits between husband and wife.

Kansas Bankers' Insurance

R. A. Algire, vice-president of the National Surety and head of its burglary department, and L. A. Sawyer, manager of the plate glass and burglary department of the National Bureau of Casualty & Surety Underwriters, attended the annual meeting of the Kansas Bankers Association in Excelsior Springs, Mo. The bankers have been objecting to the rates for some of the types of coverage. The National Surety is particularly interested

because it has the Kansas State Bankers Association contract. Mr. Sawyer went along to present figures on the general experience in the state.

Reliance Life Reimbursement Rider

The Reliance Life has adopted the medical expense reimbursement rider for accident insurance. It gives a maxi-mum of \$500 for actual medical or sur-gical treatment, hospital confinement or the employment of a graduate nurse for accidental injuries. Last year the Reliance Life paid in accident and health claims \$328,441. Accident and health insurance in the company is only issued to those who qualify for life in-



automobile boiler burglary credit elevator engine liability machinery plate glass compensation accident healthinsurance

LONDON GUARANTEE & ACCIDENT CO. LTD.

U. S. BRANCH, 55 FIFTH AVENUE, NEW YORK, N. Y.

Casualty Net Premiums and Paid Losses in 1935 in IOWA

Prems.	Total Losses	Auto. Prems.	Losses	Other	Losses	Work (Losses	Fidelity- Prems.	Surety Losses	Plate (lass Losses	Burglary Prems.	Theft Losses	Prop. D. & Prems.	& Coll. Losses
Ace. Mutual, Ia 104,386 Aetna Casualty 265,613		\$ 38,433 58,580	\$ 1,991 21,415	25,666	4,176	36,169	7,948	78,046	10,880	4,869	2,567	29,188	2,505	38,796 32,956	9,312 11,809
Aetna Life 115,599 Allied Mut. Auto 301,947	61,302 49,759 118,093	311 129,663	26 59,912	2,765	673	3,336	2,859							111,220	40,527
Allstate Ins 10,613 American Auto 53,686	1,672	6,411 37,133	645 19,204	*****										3,302 16,552	425 6,315
American Bonding 178 American Casualty . 374		218		71								178		71	******
American Employers. 29,542 American Indem 2,154	13,746	6,823 1,285	4,281 75	3,933	150	7,400	5,221	4,781 136	2,553	247		865	405	2,771 694	550 237
Amer. Mut. Liab 163,849 Amer. Reins 18,615	73,790	7,814 548	9,519	8,615 . 2,317	795	142,335 $6,659$	60,986	8,235	1,965		2	571		5,084 272	2,486
Amer. Surety 213,371 Anchor. Cas 20,54	20,086	7,333 6,501	3,063 1,232	2,504 699	212 30	794 8,536	1,034 2,306	182,544 165	11,857 10	1,501 428	443	15,676 81	2,896	3,015 4,086	578 1,120
Assoc. Indemnity 109 Autoist Mutual 20,972		8,834	2,776	42						37	24			9,222	151 5,601
Bankers Indem 3,526 Bituminous Cas 231,728	131,282	2,085 5,402	34	225,562	131,248	317				20	28	32		962 764	263
Bldrs. & Mfr. Mut 25,686 Cas. Recip. Exch. Mo. 31,046	15,793	2,974 9,926	$\frac{432}{3,571}$	2,229 2,159	55 31	19,177 12,789	11,542 8,423			-367	609			1,685 4,809	803 3,092
Centl. Mut. of Chicago 26,899 Cent. St. Mutual 51,632	16,623	15,849 17,460	3,302 4,480								******	0.000	504	10,572 22,087	4,117 10,244
Central Surety 114.38 Century Indem, 2,876	6	18,551 1,723	4,714	8,589 122	894	26,986 248	16,233 10	39,837 232	1,052	6,802 541	2,843	3,036 47 1,538	594	9,593 460 79	2,419
†Columbia Cas 11,711 Commercial Cas 9,106	4,034	3,492	67	2,714 506		39	2,013	3,742 1,439	1,535 106	749	156	991	51	1,302	498
Consol. Und., Mo 894 Continental Cas 267,021	117,840	31,441	15,316	12,139 700	2,080	853 25,366	956 11,367	48,738	29,835	3,945 298	2,186 372	6,369 916	1,305	14,250 553	5,868 76
Eagle Indem 6,990 Employers Liab 168,725	74,623	1,308 28,865	15 11,651	700 28,374	3,947	-19 63,886	855 43,185	2,803 8,552	-239	2,634	1,415	5,717	768	12,778 135,290	3,759 56,379
Employers Mut. Cas 889,096 Employ. Mut. Indem. 26,816	3,762	203,941 12,445	85,542 3,070	41,369 3,696	7,685 17	455,987	228,560	1,330	56	$\frac{964}{-66}$	131	21,484 —1	5,449	9,410	616
Employ. Mut. Liab 100,716 Employers Reins 88,586 Europ. Gen. Reins 72,795	27,775	61,793 12,488	25,193 1,531	4,806 3,126	30	100,716 1,165 91	653	11,209 17,914	8,041	52		1,151 24,072	392 943	2,503 218	
Excess 11,421	883	7,033	1,000	1,721		57		2,383	-153			64		$\frac{160}{1,112}$	37 168
Farmers Auto., Cal 2.73 Farmers Mut. Hail 549,873 Farm. Un. Mu. A., Ia. 81,780	160,950	1,316 86,745 34,608	46,894 9,518											62,160 30,463	22,906 5,630
Fidel. & Casualty 416,483 Fidelity & Deposit 167,871		63,323	43,181	40,776	10,824	102,157	66,818	98,753 160,097	18,442 54,380	6,357 413	2,485 210	35,609 7,360	1,236 1,436	30,145	12,978
Fireman's Fd. Indem. 19,030 First Reinsur 1,731	6,520	4,714 153	1,599	2,428 —12	123	3,196	1,605	3,983	2,067	608	242	1,016 767	88	2,163	765
Freeport Motor Cas 73,168 General Accident 23,738	25,333	37,042 4,389	12,092 889	2,409	258	6,000	5,718			95		958		25,883 1,631	10,386 662
General Cas., Wash 18,004 Glens Falls Indem 31,157	10,844	11,619 3,555	5,179 629	118 1,524	375	1,218	1,483 1,079	189 12,273	523	268 520	55 71	1,211	60	5,808 1,496	1,543 869
Globe Indem 57,772 Great Amer. Indem. 51,681		14,514 8,973	588 4,365	8,190 5,784	2,260 1,295	10,485 10,377	10,400 6,647	8,957 16,030	1,058 336	877 1,682	350 882	5,852 3,173	2,582 35	6,863 4,341	1,509 2,162
Guar of No. Amer 1,825 Hardware Mut. Cas 120,138	974	40,410	26,448	5,738	95	44,166	26,408	1,825	974	2,244	776	2,090	119	25,488	7,902
Hartford Acci 221,014 Hawkeye Cas 385,419	75,740 176,365	48,716 185,342	34,841 108,901	15,549	1,100	54,148	29,869	54,368	-2,215	2,087 225	709 155	17,638	3,213	23,269 147,653	6,942 50,874
Home Indem 8,893 Home Mutual, Ia 450,323		4,650 $164,131$	15,660 90,872	-75		-176	1,097	2,103	2	104		256		2,029 167,938	1,011 57,116
Illinois Casualty 34,541 Indem. No. Amer 62,029		19,104 16,058	4,056 8,399	6,596	37	4,152	2,034	18,411	1,253	2,420	861	6,552	271	11,901 7,671	3,259 2,872
Inland Bonding 11,593 Iowa Mut. Cas 149,968	42,697	69,978	12,735					11,593	1,186					40,897 108,398	17,529 35,526
Iowa Mut, Liab 476,423 Le Mars Mutual 71,888	20,956	73,023 8,567	28,996 609	16,685	640	225,625	89,740					41	5	9,215 994	2,584 807
Liberty Mutual 21,716 London & Lancashire 10,463	1,865	3,272 4,236	513 571	3,870 424	109	13,768 1,005	5,369 785 13,840	2,070		370 755	13 152 254	654 2,188	78 730	1,691 6,776	277 4.171
Lumb, Mut. Cas 36,448		17,428 7,944	11,708 2,017	7,305	1,710	19,930 23,021	12,022	1.049		595	394	189	239	3,187 1,695	665 301
Mfrs. & Whirs., Ind. 5,571 Maryland Cas 124,475 Mass. Bonding 161,477	77,739	3,190 22,516	-10 24,186	9,922 6,287	1,589 203	21,215	19,552 1,973	37,965 88,413	19,406 20,497	1,778 2,624	1,057 1,089	9,049 9,597	1,178 624	9,939 6,527	6,041 1,771
Medical Prot. 49,651 Mercer Cas. 39,248	11,231	18,145	9,056	49,651	11,231 325	7,838				2,638	2,423	2,685	1,676	1,718	3,532
Merchants Indem 6,638 Merch, Mut, Bond 24,394		6,287	5,855					24,394	35	350	71				
Metropolitan Cas 13,563 Mid-West. Cas., Ia 5,753	10,426	1,789 285	3,940	1,522 485	783 32	386	12	1,870	-318	2,244	680	1,497 3,998	2,073 209	809 860	600 114
Motor Carriers Mut. 43,556 Mut. Fire & Tor., Ia. 115,754	17,340	18,670 7,228	7,754 3,014											11,627 9,878	3,543 4,165
National Cas 16,873 National Surety 226,403	7,205	2,769	1,931	326	300	283	109	1,463 124,093	13,846	181 312	154 200	388 101,997	10,514	1,269	523
New Amsterdam 109,370 New York Cas 31,490	44,432	12,004 2,437	817 972	7,535 1,119	8,858	29,270 861	16,719 352	45,991 21,170	13,955 390	1,925 740	1,082 428	6,264 4,026	$\frac{637}{3,229}$	5,671 1,134	1,722 346
No. Mut. Bond., Ia 327 Northwest Nat. Cas 64,913	41,271	41,151	33,869					327					******	23,687	7,412
Ocean Accident 110,763 Ohio Cas 143,568	37,431	23,477 68,906	13,747 $18,906$	15,593 2,110	3,000 29	45,691	25,572	687 $11,314$	-719	1,581 3,398	557 2,149	2,752 2,944	738 893	12,497 39,972	4,376 12,531 569
Phoenix Indem. 21,230 Preferred Acci. 41,729	10,153	2,868 5,196	2,394 901	4,503 52	7,092	7,875	3,254	529	991	854 164	347	3,656 890	13	1,308	568 1,655
Royal Indem 42,13: St. Paul Merc. Ind 114,17:	24,547	14,235 27,447	5,858 $19,321$	1,099 8,629	23 801	6,614 $23,037$	5,050 7,678	11,242 39,032	2,853 315	265 949	103 554	1,286 3,853	900	6,234 11,174	3,976
Seaboard Surety 22,34 Security Mutual 80,60	21,979	3,333	4,000	9,790	68	67,256	17,905	22,344	744	14 010		17		177 —20	6
Shelby Mut, Pl. Gl 12,050 Standard Acci 131,67:	70,961	-29 15,002 255 257	4,346	296 18,986	13,177	54,272	26,651	14,729	18,291	11,812 1,380	8,900 450	8,658	1,342	9,246 157,168	3,818 52,859
State Auto Assn., Ia. 596,16 State Farm. Mut., Ill. 341,40 Sun Indem 31,27	146,064	255,257 151,573 14,964	96,012 62,737 20,611	1,948	251	2,567	1,074	4,434	-1,016	517	320	1,630	1,184	164,007 2,847	79,157 3,169
Travelers 455,960 Travelers Indem 156,57	215,008	4,045 78,442	3,338 28,988	30,833 905	4,600	126,610	71,265			4,974	2,103	18,566	5,382	43,035	16,314
Union Au. Ind., Ill 21,81 U. S. Casualty 37,60	5,298	11,536 13,162	3,203 6,869	4,160	3,298	10,265	5,760	1,286	-404	289	249	2,238	5	5,654 4,683	1,939 1,438
U. S. F. & G 475,05 U. S. Guarantee 7,58	144,759	60,210	36,200	37,476	3,184	82,378	39,523	213,882 7,582	47,381 20	4,265	1,723	37,456	1,642	27,623	10,933
Utilities, Mo 5,33 Western Cas., Ill 16,61	6 3,199 11,440	1,714	982	966		661 16,619	1,735 11,440	*****		—12	*****			1,745	436
Wt. Cas. & Sur., Kan. 79,83 West. Sur., S. Dak 45,32	52,212 —181	38,996	32,364	2,022	217	7,581	1,647	8,544 45,321	$\frac{9,607}{-181}$	926	336	738	7	20,930	7,998
Yorkshire Indem 3,31 Zurich 108,61		$\frac{-62}{20,552}$	2,041	9,974	646	41,131	17,802	3,403		258	362	2,556	855	$\frac{-25}{8,914}$	3,295
Total, 1935 14,149,84 Total, 1934 12,166,39	5 5,678,922 4 5,504,577	2,641,875 2,279,665	1,210,697 1,179,456	728,265 453,568	230,563 84,044	1,984,369 1,956,290	983,315 1,090,298	1,533,802 1,427,946	290,406 293,715	87,300 102,518	44,401 49,621	424,270 404,393	59,132 80,862	1,778,705 1,486,641	653,375 529,606

†The Columbia Casualty wrote and reinsured the following businesses in the Ocean Accident: Auto Liability, \$5,043; Auto P. D., \$2.136; Comp., \$6,850.

Companies Writing Other Classes of Casualty Business in IOWA

ACCIDENT AND HEALTH Prems, Losses	Business Mens	Prems. Losses 22,221	Commercial Cas		Employ, Mut. Benefit	
	Central Surety		Continental Assur		Employ. Mut. Cas	
	Columbia Cas		Continental Cas		Employ, Mut. Indem	
	Columbia Catholic Life	4,680 66	Craftsman		Employ. Reins	
	Columbian Natl	5,050 1,311	Eagle Indem		Equitable Life, N. Y	
Ben. Ry. Employ 103,661 53,597	Columbus Mut., Ohio	201 254	Employ. Llab	8,999 10,132	(CONTINUED ON	NEXT PAGE)

936

315

486

,601 263

765

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436

(CONT'D FROM PRECEDING PAGE) | Prems. | Prems. | Prems. | Prems. | Prederal L. & C. | 3.469 | Pederal Life, Ill. | 114,446 | Prederal Life, Ill. | 114,446 | Prederal Life, Ill. | 114,446 | Preman's Fund | 916 | Prist Reins. | 815 | General Accident | 7.634 | General Accident | 7.735 | Great Amer. Life | 3.708 | Great Northern Life | 26,075 | Great Western | 127,484 | Hartford Acci. | 5.234 | Hartford Acci. | 5.235 | Inland Cas. | 7.708 | Inland Cas. | 7.708 | Interstate Bus. Men's | 68,715 | Iowa St. Trav. Men's | 720,748 | London Guar | 2.603 | Loyal Prot. | 31,492 | Lumber. Mut. Cas. | 432 | Maryland Cas. | 8,689 | Mass. Honding | 26,089 | Mass. Honding | 26,089 | Mass. Frot. | 233,404 | Metropolitan Life | 36,039 | Midwest Life | 36,039 | Midwest Life | 36,039 | Midwest Life | 47,335 | Mut. Ben. H. & A. Assn. | 3,613 | Monarch Life | 47,335 | Mut. Ben. H. & A. Assn. | 3,613 | Monarch Life | 47,355 | Not. Ben. H. & A. Assn. | 3,613 | Monarch Life | 47,355 | Not. Ben. H. & A. Assn. | 3,613 | Notional Casualty | 10,189 | National Travel Cas. | 96,715 | Now Amsterdam | 702 | No. Amer. Acci. | 52,748 | Occidental Life | 919 | Ocean Acci. | 1,253 | Ohio Cas. | 1,2 21,411 389 5,026 3,918 4,486 2,501 128 19,162 54,044 1,278 580 1,025 163 32,830 535,632 1,162 15,180 4,647 16,810 2,138 128,774 2,653 49,146 1,211 25,066 1,211 25,066 4,185 54,576 635 23,434 4,185 54,576 3,373 877 1,161 112,398 6,759 1,321 7,669 1,318 14,073 2,277 573 447 2,868 4,168 14,506 33,825 13,407 CREDIT Amer. Credit Indem \$ 12,315 LIVE STOCK Hartford Live Stock...\$ 9,306 \$ ENGINE AND MACHINERY Actna Cas. \$ 62 Columbia Cas. 1777 \$ Eagle Ind. -19 Employ. Liab. 3,390 European Genl. Re. -3 Fidelity & Cas. 1,309 Globe Ind. -20 Hartford Steam Boiler. 23,382 London Guar. -107 Lumbermen's Mut. Cas. -107 Lumbermen's Mut. Cas. -1352 Phoenix Ind. 36 Royal Indem. -316 Security Mut. Cas. 19 Standard Acc. -43 Travelers Indem. 779 ENGINE AND MACHINERY 27 239 Total, 1935\$ 29,998 \$ Total, 1934\$ 85,507 SPRINKLER LEAKAGE Aetna Cas \$ 142 Maryland Cas 729 \$ 78 U. S. F. & G -20 Total, 1935 \$ 851 \$ Total, 1934 776 STEAM BOILER Aetha Cas. \$ -68 Amer. Employ 1,877 \$ 190 Amer. Reins. 1,421 571 Columbia Cas. 1,345 571 Continental Cas. 1,345 1,345 Eagle Indem. 180 180 Employers Liab. 5,525 5 Europ. Gen. Re. 387 7 Fidelity & Cas. 16,004 1,271 General Accident 617 617 Globe Indem. 313 500 Hartford S. B. 42,730 4,488 London Guar. 4,939 130 Lumbermen's Mut. Cas. 28 3 Maryland Cas. 2,666 2 Ocean Accident 4,270 208 Phoenix Indem. 95 220 Royal Indem. 654 3 Royal Indem. 9,873 14 Total. 1935 \$ 95,080 \$ 7,570 STEAM BOILER

CASUALTY PERSONALS

Vice-president Roy Tuchbreiter, in charge of the agency department of the Continental Casualty, has returned to his desk in Chicago after several weeks' vacation in New Mexico at a ranch near Pategonia 10 miles from the Mexican test held annually. cation in New Mexico at a ranch near Pategonia, 10 miles from the Mexican border. He intended to go to lower California and fish but owing to the trouble on the Mexican railroads he concluded he had better stay in his own country. He therefore spent his time on a ranch horseback riding, hunting and hiking.

John W. Ferguson, 82, insurance com-missioner of Oregon from 1910 to 1914 and with the state industrial accident commission from 1920 to 1924, died at his home in Portland.

A. R. Lawrence, chairman and manager Compensation Rating & Inspection Bureau of New Jersey, was tendered a testimonial dinner by the Casualty Underwriters Association of New Jersey on his 15th anniversary in his post. A number of casualty company executives

W. L. Mooney, vice-president of the Aetna Life group, accompanied by Mrs. Mooney, has been in San Francisco the past week, conferring with C. A. Bonner, Pacific Coast manager. They will return east by way of the Panama Canal, leaving San Francisco April 3.

A special course of instruction in burglary and plate glass insurance is to be conducted under the auspices of Golden Gate College in San Francisco commencing April 7, with R. L. Mannon, underwriter Fireman's Fund Indemnity, as the lecturer. as the lecturer.

Ernest Sturm, chairman of the board his 15th anniversary in his post. A number of casualty company executives, underwriters and agents, state officials and friends attended. Mr. Lawrence was presented a gold wrist watch by the

room atop the home office building. Mr. Mulligan entered the employ of the Fi-delity & Casualty Company as an office boy and his work has been in the statistical and accounting departments. On Monday evening, a dinner was tendered him by some 50 of his associates in the company.

W. Va. Third State to Outlaw the New Auto Guest Rider

Commissioner Sims of West Virginia has notified the companies that they will not be permitted to issue in his state the new endorsement to the automobile liability policy, which excludes coverage to the assured for damages recovered against him by guests. Mr. Sims contends that the exclusion of guest coverage would be in violation of the ruling of the West Virginia department prescribing the use of a standard policy in the state and would also be in violation of the financial responsibility law of West Virginia. The companies are reminded that an endorsement may not be used in West Virginia until it has been approved. Commissioner Sims of West Virginia

COLD FACTS

If Casualty rates are "too high" in your Community, it is because casualties are too high —by comparison.

Lessen the claims, and rates will be reduced.

With lower rates more business will be written.

BE THE LEADER IN SAFETY WORK FOR YOUR COMMUNITY.

BANKERS INDEMNIT INSURANCE COMPANY

Newark, New Jersey

Casualty Affiliate of The American Group

Fred W. Kraft, 73, East St. Louis, Ill., local agent, died after a three months illness.

Complimentary Banquet Tendered W. O. Schilling

BLAND POINTS OUT UPTURN

United States Fidelity & Guaranty People Pay Tribute to Manager of Central Division

At the 30th anniversary banquet tendered Manager W. O. Schilling of the United States Fidelity & Guaranty at Chicago in honor of his completion of three decades of service with that insti-tution, R. Howard Bland, chairman of the board, stated that last year showed the favorable turn of the tide for that company. Its increases in substantial amounts on important items put it in a very stable position. Mr. Bland said that the figures for the first two months of this year are very gratifying. The premium results were more than expected. He said that the results showed a \$1,300,000 balance of income over all disbursements. This meant an 82 percent increase compared with the 82 percent increase compared with the results of a year ago. Some \$320,000 was added to surplus the first two months after putting up reserves. The was added to surplus the first two months after putting up reserves. The net surplus now, he said, is upwards of \$8,000,000. The company has been carrying on a campaign for fidelity, surety and burglary. The increase in fidelity and surety premiums was \$447,000 and there is a 12 percent increase in burglary. The net surplus of the Fidelity & Guaranty Fire, he said, is now \$1,900,000.

Friend of the Agency System

Mr. Bland stressed the fact that the U. S. F. & G. believes in the American agency system and asserted that it must be maintained at all cost. He it must be maintained at all cost. He said that the company is opposed to all forms of overhead writing. It believes in protecting its agents. He said that the mutuals and cut rate companies have not the interest of the agents at

Mr. Bland paid high tribute to Manager Schilling, saying that he started at the head office as a clerk in the fidelity department in March, 1906. He had graduated in law from the University of Maryland. Later he became superthen in May, 1923, he was made head of the contract bond department. He took the contract bond department. He took charge of the Chicago office in January, 1924, being assistant manager when the late George E. Brennan was manager. On the death of Mr. Brennan Mr. Schilling succeeded him in 1928. At the close of his talk Mr. Bland presented Mr. Schilling with a choice silver vase as a gift from the company.

President Frank A. Gantert of the Fidelity & Guaranty Fire spoke for that institution and said that its most fruitful production field is in Chicago and Cook county. It receives the best returns per capita from that territory. Mr.

Gantert presented Mr. Schilling with an onyx pen and pencil desk set. W. Herbert Stewart of Stewart, Kea-

tor, Kessberger & Lederer, general agents of the U. S. F. & G. in Chicago, was toastmaster. There were 180 producers present, coming from Cook county and outside territory. During county and outside territory. During February the agents and brokers pro-duced business in honor of Mr. Schil-ling, resulting in an increase of \$81,045

in premiums over February of last year.
Philip F. Lee, vice-president in charge of the production department, spoke, saying that he was interested in bringing younger men into the organization and remarking that W. O. Schilling, Jr., was the only one taking the home office study course that received 100 percent in his examination. He looks forward to bigger things from

Development of Policy Year Experience In Liability Lines CRITICISES INSURANCE PLAN

THE NATIONAL UNDERWRITER presents Bankers Indem. ... 428,685 *577,737 this week an extract from schedule P, part 5 of the annual statements filed by all companies operating in New York state. Schedule P, part 5, which ap-peared in the annual statement blank for the first time in 1934, shows the developed loss experience, by policy years for liability business. The figures, given below, show, in the first column, losses incurred in 1934 on policies written in 1934, computed as of Dec. 31, 1934. In 1934, the same losses column 2 are shown the same losses, computed as of Dec. 31, 1935.

Many of the companies have set up special, extra reserves to offset increases in incurred losses, but it is impossible to ascertain just what portion of those extra reserves are applicable to losses incurred in 1934 on policies written in

Last week, schedule P, part 5-A was presented. That was the table, showing the development of incurred losses on

compensation business.

Below are the figures from schedule P, part 5:

St	tock	Com	pani	es

Aetna	Casualty	\$1,597,985	\$1,662,258
Aetna	Life	3,045,182	3,073,005
	Automobile		1,948,916
	Employers		1,150,214
	Motorists		1,215,040
	Reinsurance		478,695
Ameri	can Surety	254,629	370,782

spoke highly of Mr. Schilling's services. Prior to the dinner Frank A. Durham of W. W. Durham & Co., on behalf of the general agents presented Mr. Schilling with a watch.

United States District Attorney M. L. Igoe was present as a guest and referred in feeling terms to the late George E. Brennan, stating that he was one of the most interesting and picturesque characters that was ever in Chicago politics. Walter Robb, resident secretary of the U. S. F. & G. at Minneapolis, spoke for the outside offices and read some original verses in honor of Mr. Schilling.

In addition to the company officials mentioned Secretary H. E. Helm and C. B. Gamble of the Fidelity & Guaranty Fire were present. W. H. Bryan, manager at Detroit, who was enroute home from Hot Springs, Ark., stopped off for the occasion. County Treasurer Joseph L. Gill, County Commissioner Daniel Ryan, who is vice-president of Stewart, Keator, Kessberger & Lederer, and State Representative Benjamin Adamowski sat at the head table. and State Representative Benj Adamowski sat at the head table Benjamin

Employes at Buffet Luncheon

At Saturday noon there was a buffet luncheon at the U. S. F. & G. office at which the employes and the officials from the head office participated. All the office brokers and employes were present and on behalf of all of them, David Harper, Jr., presented Mr. Schilling with a silver set.

A telegram of greeting and congret.

A telegram of greeting and congrat-ulations was received from President E. Asbury Davis at the head office. W. S. Lane, city supervisor, had charge of the banquet and E. J. Ptacek took charge of the entertainment following the post prandial exercises at the banquet.

the banquet.

Mr. Schilling responded to the sentiment of the hour, saying that four men who had had the greatest influence on him were the late president John R. Bland, Vice-president W. W. Symington and C. O. Scull and the late George E. Brennan, all who have passed away. It was through Mr. Symington that Mr. Schilling got his position as a clerk in the fidelity department. partment.

W. O., Jr.

J. J. Brummel of Brummel Brothers,
Chicago general agents and representing the agents of the central division,

364,742
1,271,926
38,267
896,485
1 450 501
1,470,591
657,007
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235,029
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2,652,694
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5,346,072
421,909
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153,900
957,679
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2,124,338
384,931
461,753
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574,307 787,498 42,837 2,239,345 439,405 1,331,088 419,551 757,287 6,698,939 226,048 734,975 3,629,663 479,833
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574,307 787,498 42,837 2,239,345 1,331,088 419,551 76,698,939 226,048 734,975 3,623,663 479,833 133,518
574,307 787,498 42,837 2,239,345 1,331,088 419,551 76,698,939 226,048 734,975 3,623,663 479,833 133,518
574,307 787,498 42,837 2,239,345 439,405 1,331,088 419,551 757,287 6,698,939 226,048 734,975 3,629,663 479,833 133,518

Mutuals

Amer Lumberm Mut.

Cas	4,011,722	\$4,000,436
Amer. Mut. Liab	1,112,375	1,184,954
Auto Mut. Indem	54,605	65,009
Bakers Mutual	15,079	48,473
Butchers Mut. Cas	2,183	2,183
Exch. Mut. Ind	68,398	
Factory Mut. Liab	509,648	
Hardware Mut. Cas.	1,078,517	1,000,425
Interboro Mut. Ind.,	192,410	195,805
Jamestown Mut	88,120	
Liberty Mutual	3,581,242	3,507,830
Lumber Mut. Cas	36,606	
Merchants Mut. Cas.	759,628	826,212
Natl. Grange Mut	141.277	184,318
Security Mut. Cas	78,367	144,312
Utica Mutual	798,337	894,032

Highly Honored



W. O. SCHILLING

High honor was paid to W. O. Schilling, manager of the central division of the U. S. Fidelity & Guaranty at Chicago, last Saturday evening when officials from the head office, distinguished guests, general agents, brokers and other producers gathered to do him honor. Mr. Schilling has spent almost his entire life with the U. S. F. & G.

Jewelers Counsel Objects to Offering of Rewards

Declares Companies Make a Mistake When They Deal with Thieves on Stolen Goods

NEW YORK, April 1.—R. C. Murphy, counsel of the Jewelers Security Alliance and a former assistant district attorney of New York county, in an interesting contribution to the "Panel," published by the Association of Grand Jurors of New York, holds the practice of insurance companies in offering reverse for the return of stelen goods. wards for the return of stolen goods, stimulates thievery. He maintains that if immediately upon notice of a loss the interested insurance company communications are the company communication. cates with the police, recoveries would be made in the great percentage of cases

be made in the great percentage of cases and without expense to the underwriters. In part Mr. Murphy states: "Particular kinds of merchandise are stolen in cycles." In 1918-19 leather was a favored theft; later woolens and silks received attention; then followed concentration upon the theft of stocks, bonds and other negotiable instruments. "From 1926 to 1929 interest centered in stealing jewelry, and when the market be-

1926 to 1929 interest centered in stealing jewelry, and when the market became glutted with stolen jewelry at the beginning of the depression thieves concentrated on payroll and bank robberies."

Opposing the offering of rewards Mr. Murphy stated his experience demonstrated "that a vigorous prosecution and conviction obtains the same result of salvage by way of restitution with no expense to the insurance companies."

Utilities Now in 11 States

St. Louis Company Announces New Setup in Ohio, which It Has Just Enteerd

The Utilities Insurance Company of

The Utilities Insurance Company of St. Louis has entered Ohio and will actively develop a substantial agency plant throughout the state.

The Utilities has secured the services of Clyde M. Ault to handle its business in Ohio and he will travel in that state. Mr. Ault is well known among the Ohio agents, having first traveled the state for the Independence Indemnity and for the past four years for the American Casualty, with which he was connected until he left to take his present position with the Utilities. With the addition of Ohio, the Utilities is now actively operating in 11

ities is now actively operating in 11 states, Illinois, Indiana, Iowa, Missouri, Nebraska, Colorado, Oklahoma, Tennessee, Texas, Ohio and Arkansas.

nessee, 1exas, Ohio and Arkansas. It writes all forms of automobile insurance and most types of miscellaneous casualty lines, the automobile insurance being written at the reduced rates which have been adopted by the other non-conference companies operating in Ohio.

ating in Ohio.

This organization was formed in 1911 by Lynton T. Block and was originally operated as a reciprocal which was later converted to a stock casualty company.

Resist Deposit Requirement

Five casualty companies have pre-sented arguments before the Florida supreme court questioning the authority of Commissioner Knott to require comof Commissioner Knott to require compensation writing companies to make a deposit or file bond of \$50,000. A compensation law was passed in Florida last year. The companies contend that Knott has overstepped the power granted him by the legislature. They contend that proof of solvency is sufficient. The companies bringing the action are the Fidelity & Casualty, Liberty Mutual, Lumbermen's Mutual Casualty, Casualty Reciprocal Exchange and Consolidated Underwriters. at he

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Newark Companies Now Issue the Operator's Auto Policy

FOLLOWS INSURED, NOT CAR

New Contract of Commercial Casualty, Metropolitan Casualty, Modeled on Principles of North America

The Commercial Casualty and Metropolitan Casualty are now issuing a so-called operator's automobile liability policy in all states in which it is permitted. This contract is modeled on the same lines as that which the Indemnity of North America started to issue a few years ago. It is a policy that follows the individual rather than the car. It protects the named assured in the policy against liability, arising out of the ownership, maintenance or use of any private passenger automobile. Only those members of the family of the principal named assured, who reside in his household, may be included in the policy.

The basic limits of this policy are \$5,000/\$5,000. The rates are considerably less than those for the policy, with the omnibus clause, covering the car. Inasmuch as the type of automobile owned by the assured is not taken into consideration in making the rate, the consideration in making the rate, the difference in cost between the operator's difference in cost between the operator's policy and the regular contract varies. For instance, there would be a greater saving in cost for a person with a Y type car than for one who owns a W or an X car. The premium for an operator's policy is about 25 percent less than for a standard policy covering a W or X car and about 35 percent less than for a policy covering a Y car.

Full Protection to Owner

Under this policy, there is no protection to other than those named in the policy, while they are driving a car owned by the assured. However, if such a person is involved in an accident and the liability follows the contract of the the liability falls on the owners of the automobile by reason of ownership or agency, the owner is protected.

The Commercial Casualty and Metro-

politan Casualty are requiring a signed application in issuing this policy. There are a number of excluded classes, including some not customarily found on the black list of those companies that write black list of those companies that write at preferential rates for selected classes. For instance the policy will not be is-sued to operators with less than one year's driving experience, operators that have any physical impairment that might affect driving ability or efficiency, oper-ators who have had automobile insur-ance canceled or recalled or renewal de-clined by any company.

ance canceled or recalled or renewal declined by any company.

There is a provision that the assured is not covered for liability by reason of ownership or agency, if the driver is under the age limit set by law or under 18 years, in any event. There is coverage for legal liability for guest claims except the claims of immediate relatives

Rates for Higher Limits

The rate is increased 15 percent to inrease the limits of liability to \$10,000/\$10,000. There is an extra charge of 5 percent for each additional assured.

There is an additional charge if more than one automobile in more distance.

There is an additional charge if more than one automobile is owned by the assured. For instance, if there are two automobiles and the applicant only is named as the assured, there is an additional charge of 25 percent as compared with the premium if only one car is owned. If two cars are owned and there is one additional assured, the premium is one additional assured, the premium is twice that charged where there is only one automobile and the applicant only is insured.

Only is insured.

Where more than one automobile is involved and a chauffeur is employed, the chauffeur must be considered as an additional assured without, however, naming him as such and providing coverage to him.

Company Counsel Reaches 60th Anniversary at Bar

William Brosmith, vice-president and general counsel of the Travelers is being congratulated by friends and business as-

congratulated by friends and business associates in recognition of his 60th anniversary as a member of the bar. He is in his 81st year and has been in the Travelers organization more than 40 years. He is generally regarded as the dean of American insurance counsel and enjoys renown throughout the insurance business and legal profession. Mr. Brosmith went with the Travelers in 1895 as attorney for the company. Six years later, he was made general counsel and in 1922 became vice-president of the Travelers, Travelers Indemnity and Travelers Fire. With founding of the Charter Oak Fire in 1935, he was elected vice-president of that company. He is a director of the four companies.

Mr. Brosmith has devoted his energies to several autoration of the control of the company.

Mr. Brosmith has devoted his energies to several enterprises outside the gies to several enterprises outside the insurance and legal fields, serving many public bodies, civic, state and national, and is one of the most prominent laymen of the Catholic Church in America. He is a member of the committee on business rehabilitation in connection with the recent Connecticut river flood. river flood.

the maintenance or use of private passenger type automobile furnished by his employer for use in connection with the business of the employer, an additional charge of 15 percent of the premium unit must be made and the policy endorsed to provide such coverage.

Notification is required only when the number of cars owned is increased.

There is a condition in the operator's

There is a condition in the operator's policy that if the named assured becomes policy that it the named assured becomes subject to the provisions of the motor vehicle financial responsibility law of any state or province, the company will amend the policy so as to conform to the provisions of that law. There must be a premium adjustment, however, to take care of such a situation.

ASSOCIATED WRITES FORM

ASSOCIATED WRITES FORM

The Associated Indemnity is writing a so-called operator's policy, covering the named assured rather than the automobile, at rates about 25 percent less than that charged for the policy with the omnibus clause. In some jurisdictions it is also issuing what it calls a 1-5-1 policy at reduced rate. This provides public liability limits of \$1,000/\$5,000 and p.d. limits of \$1,000.

Bay State Authorizes the Retrospective Rating Plan

BOSTON, April 1.—The Massachusetts rating and inspection bureau has voted to authorize the retrospective compensation rating plan as an alternative to the present plan. The vote is to be ratified at a meeting a week hence. The new plan is on a cost plus basis. Deposit of 25 percent additional premium would be required. On a favorable experience, the extra charge would be deducted and there would be a further rebate of 25 percent of the normal premium.

To Pay Claims In Full

HARRISBURG, PA., April 1.—The insolvent Penn General Casualty will pay all claims in full with interest Commissioner Hunt announces. Payment of claims totaling more than \$800,000 will begin at once. Utimate distribution will exceed \$1,000,000. This is the first time in Pennsylvania where 100 percent distribution has been made by any case. distribution has been made by any cas-ualty company after forced liquidation Mr. Hunt said.

age to him.

If any assured desires coverage for If any assured desires as a succession of If any assu

Doorway to



the House of Protection

- JANUARY . .
- FEBRUARY . .

... Two of the largest months in production for the Provident in the 49-year history of the Company.

With steady additions in Agency organization, even greater records are indicated.

We congratulate the enthusiastic Provident Fieldmen in 35 States who are making fine old records look pale.

PROVIDENT

Insurance Company

Chattanooga "Since 1887" Tennessee

AMERICAN

Re-Insurance Co.

Robert C. Ream, President

99 John Street

New York

DECEMBER 31st, 1935

CAPITAL \$1,000,000.00
Surplus 4,044,764.57
Voluntary Catastrophe Reserve
Reserve for Losses . . . 3,527,772.91
All Other Liabilities . . 1,407,161.92
TOTAL ASSETS . . 10,479,699.40

NOTE: Securities carried at \$690,943.75 in the above statement are deposited as required by law.

CASUALTY RE-INSURANCE

Thirty-Four Years-Through Thick and Thin

AMERICAN CASUALTY COMPANY
READING, PENNSYLVANIA DE PROPERTIES

Experience gained through meeting many and varied conditions removes the always dangerous snap-judgments and vacillating practices that bring gray hair to agents' heads.

A Stock Company

Incorporated 1902

Supporting the American Agency System ever since

Send 9 cents in stamps for sample copy of THE ACCIDENT & HEALTH REVIEW

The only exclusive accident and health paper published. It gives ideas and suggestions that help you sell income protection insura Address your inquiry to A-1946, Insurance Exchange, Chicago

Guaranteed Mortgage Is Thing of Past, Pink Holds

TELLS NEW YORK EXPERIENCE

Superintendent Reviews Advantages and Evils of System-Has Little Chance to "Come Back"

That the guaranteed mortgage, which caused so much grief to all surety companies undertaking such guaranties, is a thing of the past is the opinion expressed by Superintendent L. H. Pink of New York in an address in Brooklyn. The development of this business has been confined almost altogether to the New York metropolitan area and in 1928, the height of the boom, some \$2,500,000,-000 of these guaranteed securities was outstanding in the hands of the public. When the crash came, the New York department was almost overnight charged with the administration of some \$2,000,000,000 of mortgages and their underlying securities, which constituted a Herculean task.

Little Chance to Come Back

Mr. Pink believes that the guaranteed Mr. Pink believes that the guaranteed mortgage and the guaranteed mortgage certificate are not the soundest method of real estate finance. Regardless of its merit, he holds that the guaranteed mortgage is in such bad general repute that it is doubtful whether it can ever come hot. He eithed some of the adversaries and the sound have the sound bad with the sound hot. come back. He cited some of the advan-tages and the evils of the system and reviewed the results obtained by the New York department in its handling New York depo

He held that it is conservative to s that the average net return to the holders of guaranteed mortgages and guar-anteed mortgage certificates averaged well over 3 percent during the period of rehabilitation. The danger in guaranteed whole mortgage, he said, is not as great and there is no reason of public policy why their sale or their guaranties should be prohibited. A certificate, however, stands in an entirely different class and in view of the losses which have been suffered by certificate holders, the state may well deem it proper to prevent the sale of guaranteed mortgage certificates in the future, provided some other ade-quate means for financing large properties through distribution to the public is provided.

Travelers Mutual Casualty Preliminary Report Made

DES MOINES, April 1.—The Travelers Mutual Casualty of Des Moines, which recently readjusted its rate structure and levied an assessment to improve its position, now reports that its assets are \$711,026, and surplus \$57,-654 according to an examiner's report made after an examination by the Iowa, Minnesota and Missouri departments.

The Iowa department has released no statement on the condition of the company but it is understood that prelimi-nary report of the examiners has been submitted to the departments of the 18 states in which the company does busi-

George Olmsted, president, said the company had adopted a policy of re-stricting its writing to risks that can be handled profitably. He said the pre-liminary examination will meet the exactments of all of the departments in the states where the company operates.

Income for 1935 was \$908,243. The market value of bonds and stocks, according to the report, would be greater than the values at which they are being carried on the books.

In 1933 total premiums written amounted to \$51,644, in 1934, \$252,841, and in 1935, \$782,070. Assets were \$59,-843 in 1933 and \$306,582 in 1934.

Miami Agents Render Much Free Service

Fire and casualty agents in Miami are called upon for a lot of free service to clients of agents in other parts of the United States. During the busiest part of the win-ter season in Miami half or more of the cars in the territory belong to nonresidents. But the fact that agents in other parts are getting the premiums for the automobile insurance does not prevent the oc-currence of automobile accidents to the nonresident owner while in Miami. Agencies for large commiami. Agencies for large com-panies are sometimes visited sev-eral times a day by these nonresi-dent owners who have had acci-dents in Miami. For that reason some companies maintain special service offices during the winter season at least to relieve their agents of what would otherwise be an intolerable burden.

Want Supreme Court to Take Hand in Claim Racket Quiz

Finance Director A. A. Benesch of Ohio has requested the Ohio supreme court to set up a state-wide investigation of attorneys' practices in reference to an alleged \$2,000,000 insurance claim racket in the state. He was joined in this request by Dean H. W. Arant of Ohio State University law school.

The supreme court took the request under advisement. It suggested that the governor could direct the attorney-general to provide special prosecutors

general to provide special prosecutors wherever local authorities were unable to get results.

Benesch and Dean Arant said the claim situation is serious, especially in Mahoning, Cuyahoga, Lucas and Jeffer-son counties. The supreme court son counties. The supreme court judges indicated that they might not be disposed to name a master commissioner but they indicated they favored some action to assist county prosecutors in court in breaking up the alleged practices.

practices.

A. A. Levin, attorney for the state insurance commission, told the court that some of the rings were so powerful that they controlled hospitals, with nurses and internes on their paid staff.

Much controversy developed as the result of a statement by Dr. Arant, Represch and Levin that local courts and

result of a statement by Dr. Arant, Benesch and Levin that local courts and officials are unwilling to conduct investigations that might mean prosecution of friends. Dean Arant, who is chairman of the committee on legal ethics and professional conduct of the Ohio Bar Association, declared that lo Onlo Bar Association, declared that is cal governments are virtually powerless to act. That allegation has been vigor-ously denied by prosecutors, lawyers and bar association officials in the four counties which Dr. Arant and Levin

counties which Dr. Arant and Levin said were particularly bad.

According to reports the swindlers would have a "down and outer" secure life insurance, naming a member of the ring as beneficiary. Later "proof" would be furnished that the insured had died and claim would be made. While fire and claim would be made. While fire and life insurance were referred to in the proposed investigation, it is said that most of the alleged fraudulent claims refer to casualty insurance, personal in-

Pushing for Weekly Payment

The United of Chicago is pushing largely its weekly premium business in the larger cities. It operates in Illinois, Indiana and Ohio and is making steady progress. It has found accident and progress. It has found accident and health insurance on the weekly and monthly plan its best bet. It also writes life insurance. President O. T. Hogan gives his time largely to the weekly payment department and Secretary A. D. Johnson to the monthly department.

Schedule 10 Meetings on Public Relations in Ohio

START NATIONAL CAMPAIGN

Association of Casualty & Surety Executives to Conduct Similar Series in Indiana in May

The nation-wide public relations program of the Association of Casualty & Surety Executives is to be inaugurated by a series of ten meetings in Ohio, be-oinning at Columbus April 13, The ginning at Columbus April 13, The meetings are sponsored by the Ohio Association of Insurance Agents, with the Insurance Federation of Ohio and the Ohio Association of Casualty & Surety Managers cooperating. Several local Ohio companies also are assisting in the organization work and will be repre-sented at the meetings.

These gatherings are open to the public and agents are being requested to invite policyholders as their guests. Sevcral business trade associations and lo-cal chambers of commerce also are inthe attendance. It is estimated that more than 1,000 persons will attend the ten Ohio meetings, on the basis of respective allocations and the second that the control of the second that the ervations already made.

Indiana Meetings in May

Later, the Association of Casualty & Surety Executives will organize a similar campaign in Indiana, and six meetilar campaign in Indiana, and six meetings already have been scheduled in that state in May. Several other states have requested the opportunity of joining in this movement, and it is expected that it will be developed on a country-wide basis within the next year.

The Association of Casualty & Surety Executives with

The Association of Casualty & Surety Executives will be represented at the Ohio meetings by Henry Swift Ives, special counsel. There also will be local speakers at each gathering. The schedule of meetings, with the chairmen in charge, follows: April 13, Columbus, H. M. Gardiner; April 15, Wooster, W. G. Whittaker; April 16, Jackson, W. H. Rose; April 17, Springfield, George Mc-Cleary; April 21, Ashtabula, R. H. Castle; April 23, Wilmington, E. E. Terrell; April 24, Sandusky, R. P. Reutler; April 28, Bucyrus, J. R. Neff; April 30, East Liverpool, J. S. Hilbert; May 1, Middletown, H. O. Weisel.

All meetings will be held at 6:30 p. m.

town, H. O. Weisel.

All meetings will be held at 6:30 p. m. in connection with a dinner. The agents' association will hold regional meetings at the same place at 4:30 p. m.

President F. P. O'Connor of the Ohio Association of Insurance Agents has appointed a public relations committee of three members in each of the nine regional divisions. The chairmen of the regional committees also are members regional committees also are members of a state public relations committee, and Frank Murphey of Athens has been appointed chairman of that group.

Department Cuts Mortgage Liability of N. J. Fidelity

NEWARK, April 1.—The liability of the New Jersey Fidelity & Plate Glass, as guarantor on mortgage bonds has been reduced from \$14,500,000 to \$2,425,been reduced from \$14,500,000 to \$2,425,-000, according to the third report filed by Commissioner Withers, on the liquidation of the company. The reduction was effected by agreement between the commissioner and the United Bondholders Committee, which represented \$17,-000,000 in similar claims.

Of the \$62,385,247 in claims it is estimated that final adjudication will eliminate all but an estimated liability of about \$10,500,000. The commissioner reports that he converted into cash many HOLC bonds, accepted in lieu of mortgages and other security issues at better than par. Many mortgages held by the company have been refinanced and equities preserved in defaulted mortgages by foreclosure and possession.

Accident-Health Field News

New York Plans A.&H. Week

Sales Congress to Be Held First Three Days and Extensive Production Drive Is Planned

NEW YORK, April 1.—Definite plans have been formulated for Greater New York Accident & Health Week, April 20-25. The sales sessions will be held the first three days of that week and on the evening of April 23, a ban-quet will be held at the Hotel Astor for quet will be held at the Hotel Astor for the benefit of those producers who have increased their volume during the month. As previously announced in THE NATIONAL UNDERWRITER, those eligible for attendance are required to produce five bonafide applications written and delivered during the first three weeks of April. Many company execu-tives will be present at the banquet.

Will Have Policy Exhibits

There will be policy exhibits from There will be policy exhibits from each of the 30 companies participating and there will be sales talks and demonstrations given by city government and company executives. Direct consumer advertising has already been instituted through the use of cards on buses. During the week there will be advertising in daily newspapers and at the end of each day's session announcement will be made of the paper carrying the next advertisement so that brokers the next advertisement so that brokers may obtain copies of the paper to use as their "door opener" the following day. Advertisements will also be run day. Advertisements will also be run in the leading insurance periodicals. Arrangements have been made with the daily papers to advertise at low rates in connection with the major advertisement used by the committee. Those interested should communicate with Julius L. Ullman, chairman of publicity. W. L. Perrin & Son, 75 Maiden Lane. Endorsements from Governor Lehman of New York and other public officials have already been received. have already been received.

Sickness Claims Show a Considerable Increase

Companies writing health insurance have received a larger number of claims during the last three or four weeks than usual. Much of this is due to intestinal flu and respiratory diseases. During the first three months of the year companies always anticipate a larger claim ratio so far as sickness is concerned. So far there have not been so many sickness claims filed in the flooded areas, but companies would not be surprised to see these develop at the surprise of the service of the serv any time. So far it has not been possible to send in notices owing to the chaotic condition of local offices and policyholders not being able to get in touch with agents.

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Plan Detroit Club Program

DETROIT, April 1.—The program for the annual sales congress of the De-troit Accident & Health Insurance Club troit Accident & Health Insurance Club is rapidly shaping up under the guiding hand of E. B. Brink, manager, Mutual Benefit H. & A., and his subcommittee chairmen. George Manzelman, Chicago, vice-president and agency director North American Accident. Herman Behrens, Chicago, president Continental Assurance and Continental Casualty. S. C. Carroll, Omaha, vice-president of the Mutual Benefit Health & Accident and H. G. Royer, Chicago, president, Great Northern Life, will give fiveminute talks to the congress over a telephone-amplified hook-up.

Hermann Hildner is slated to give the demonstration of telephone selling of an accident and health policy and Rex

White, author, newspaperman and radio dramatist and the WWJ Players from radio station WWJ in Detroit will give a 15-minute playlet based on accident and health insurance. Several outstanding personal producers will also

Occidental Secures Part of Seattle Company's Business

The Occidental Life, subsidiary of Transamerica Corporation, has acquired the life insurance business of Northwestern Life & Accident of Seattle. More than \$2,500,000 of life insurance in force, together with full legal reserve, was involved in the transfer. This acquisition brings the total life insurance in force of the Occidental to more than \$216,-

000,000.

Certificates of assumption will be issued shortly by the Occidental Life, there being no change in the status of the policies reinsured. President T. C. Brownlee has announced an expansion program to increase the Northwestern volume of accident and health business which at present amounts to \$7.500 eep. which at present amounts to \$7,500,000.

Dyer Heads St. Louis Club

Dyer Heads St. Louis Club
ST. LOUIS, April 1.—George L.
Dyer, Jr., Columbian National Life, has
been elected president of the newly
formed Accident & Health Underwriters
Association of St. Louis. About 30
accident and health men attended the
organization meeting. It is to be affiliated with the National Accident &
Health Association. Other officers are:
First vice-president, Riley Cornwall,
Hartford Accident; second vice-president, Leigh Turner, Ocean Accident;
secretary, August Kern, Continental
Casualty, and treasurer, Clinton Karst,
Aetna Casualty.

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Rochester Club Elects

ROCHESTER, N. Y., April 1.—The Rochester Accident & Health Association has elected as its president for the next fiscal year Frank C. Sickles, local manager for the Continental Casualty. manager for the Continental Casualty. Clifford W. Judd of the Massachusetts Indemnity was named vice-president and Arthur J. Bamann of the North American Accident, secretary-treasurer. John A. Millener was appointed association counsel. ciation counsel.

Organize Birmingham Club

Steps looking toward the organiza-tion of an accident and health managers club in Birmingham, Ala., were taken at a meeting of a number of managers there. Nominating and by-law committhere. Nominating and by-law commit-tees were appointed so that the organi-zation might get under way at another meeting called for April 6. E. V. Davis, assistant manager of the Mutual Bene-fit Health & Accident, is acting secre-tary. Plans were discussed for the pro-motion of National Accident & Health Week

Florida Agent Sets Record

John St. Mason of Jacksonville, Fla., wrote 43 applications in one day on the special school teachers accident and health policy put out by the Mutual Benefit Health & Accident of Omaha. Mr. Mason, who had previously been writing an occasional policy as a part time agent certified down Inc. Ltd. time agent, settled down Jan. 1 to do some serious accident and health work. He is now the leading salesman in Florida for the Mutual Benefit and R. C. Fleeman of Miami, state manager, predicts that he will soon be the leader for the entire country. the entire country.

Made Seattle General Agent

Mrs. M. G. Closser has been appointed general agent at Seattle, Wash., for the accident and health department of the Occidental Life of California. For several years she was state manager at Seattle for the National Casualty and has had a wide experience, both in selling and in claim adjust-

WORKMEN'S COMPENSATION

New York Board to Comply

Rating Bureau to Adopt Recommendations Contained in Examination Report of Department

NEW YORK, April 1.—Prompt and complete compliance will be made by the Compensation Insurance Rating Board of New York, with recommendations in the department's report recently completed covering examination of the completed covering examination of the organization. No formal hearings were held on the report, member companies being satisfied and agreeing to do anything that would improve service to the insuring public. The chief recommendations were that a separate manual for compensation risks be prepared, test audits extended both as to classes and number of risks, study made to evolve methods in obtaining premiums properly due from small risks, further efforts made to correct defects in reporting experience which contributes to offbalance of the experience rating plan, and, after fair trial of the revised rating plan, to determine whether the plan plan, to determine whether the plan should be continued.

In advocating a separate manual the department held the manual in use is of nation-wide application, save as modi-fied by rates and rules of various states, a condition highly confusing to the average agent.

average agent.

It was further offered that increased efficiency and reduced expense would be attained if audits were made through the medium of a central payroll audit bureau, instead of by individual com-

No Change Made in Texas Compensation Commission

DALLAS, TEX., April 1.—It is expected no immediate change will be made in commissions for agents on compensation business in Texas. Following the promulgation of the state's new rate schedule, it was said the companies proposed to reduce commissions allowed posed to reduce commissions allowed agents on that line of business. The Texas association's compensation com-mittee discussed the situation at a special meeting and then went to Austin where it conferred with Commissioner Waters

it conferred with Commissioner Waters regarding the matter.

After these conferences it was said probably no changes would be made. The situation in Texas is reported not as bad as in some other states. Agents have taken the position that the recent adjustment in the rates was about all the companies had right to look for and that this adjustment was such that talk of cutting commissions at this time seemed unnecessary.

NO STATEMENT ON COMMISSIONS

Cruger T. Smith of Craddock & Smith of Dallas, who is chairman of the Texas work men's compensation committee, says that any statement to the effect that the committee has said that there is no likelihood of an immediate change in the commissions on workmen's compensa-tion in the state is not correct. The committee, he says, has made no state-ment to any one other than to the offi-cials of the Texas Association of Insurance Agents, and this was to the effect that the matter was under discussion and no decision had been reached.

Use of Accident Form Costs Employer \$11,000 Judgment

LANSING, MICH., April 1.—A Lansing employer who tried to lower compensation cost by replacing it with group accident cover ran into a common law damage suit, and a second jury to which the cover was submitted off to which the case was submitted after it

had been sent back by the supreme court, increased the original \$10,500 judgment to \$11,000. Substitution of accident cover for compensation now is prohibited in the state. The Friedland Iron & Metal Company canceled its acceptance of the compensation act. land Iron & Metal Company canceled its acceptance of the compensation act and purchased the group cover which provided similar benefits. Shortly afterward, Louis Nemet, an employe, was killed by electrical shock when he touched a paper baler. The widow, Julia, in the common law suit charged negligence of the management. The high court reversal was on grounds of prejudicial argument rather than on the merits.

Wisconsin Employers Warned

Wisconsin employers who are not carrying compensation insurance as stipu-lated in the state compensation act were told by the state industrial commission that "the commission plans to institute prosecution against all employers who have failed to comply with its provi-

"When it is considered that the benewhen it is considered that the bene-fits under the act may in a single case amount to as much as \$21,000, the im-portance of carrying insurance will be appreciated," the industrial commission

O. D. Bills Killed

BOSTON, April 1.-The Massachusetts legislature's insurance committee has reported out unfavorably two meas-ures imposing occupational disease liability on workmen's compensation. One provided for a contribution among companies that had been on a risk in pre-ceding years in case an occupational disease claim arose. The other would allow the insurance commissioner to assign risks undesirable because of the silicosis hazard to any of the companies writing workmen's compensation.

Not Covered by Act

ATLANTA, GA., April 1.—The Georgia supreme court has ruled that silicosis is not covered under the workmen's compensation act in suit brought by J. J. Covington, stone cutter, against by J. J. Covington, stone cutter, against the Berkeley Granite Corporation. Covington claimed that while working he inhaled particles of stone which brought on silicosis. The supreme court ruled that the workmen's compensation act covers only cases of injury by accident but does not exclude the filing of suit by employes against employers to recover for personal damages outside the scope of the act.

American Surety, Chicago, Move

The Chicago office of the American Surety under Manager J. L. Maehle, which has been located on the 15th floor of the Insurance Exchange building, is of the Insurance Exchange building, is to move to the fourth floor of the same building, occupying much of the head office space of the Zurich when that company moves to the Field building early in May. The American Surety will have the same floor area in its new location as it now has.

Casualty Engineers Meet

The Casualty Engineers Association will meet in the Chicago Board auditorium at 6:30 p. m. April 3. Secretary J. A. Pelegrin announces the meeting will be devoted to discussing programs best suited to members of greatest bene-fit to the association.

Chicago Cost Conference

NEW YORK, April 1.—While no decision as to the surety acquisition cost situation in Chicago was reached at the joint conference between branch managers of that city and company executives here yesterday, the opinion pre-

vails that the points at issue are nearer solution now than at any previous time. The Chicago men took home with them the suggestions of the company officials and will canvass their associate and advise ater of the result.

Motorists Mutual Figures

The figures of the Motorists Mutual of Columbus, O., showing casualty net pre-niums and paid losses in Ohio for 1935, were incorrectly given. The corrected figures are as follows:

	Net		Paid
	Prems.		Losses
Auto liability\$	186,759	8	65,076
Glass breakage	193		14
Fire, windstorm and			
theft	43,296		7,541
Property damage	84,905		26,351
Auto collision	36,128		19,101
Total\$	351,281	\$	118.083

Kenney Is Chief Agent

George B. Kenney, 36 Toronto st., Toronto, becomes chief agent of the Commerce for Canada. He acts in a similar capacity for the Glens Falls.

Indiana Total Corrected

In the totals showing other liability losses in Indiana in 1935 a typographical error occurred. The \$2,799,501 figure should have read \$249,501.

Careful Underwriting Inspires the Confidence of Agent and Assured

COMMERCIAL STANDARD INSURANGE GOMPANY

FORT WORTH, TEXAS



Down here in Maryland where THE HORSE IS KING

PLYING hoofs roll out a fast tattoo that quickens the pulse of the wildly cheering throng on tip-toe in its excitement. Maryland racing season is on!-And your home in Baltimore

is ready for you.

Your car is taken at the door by an expert garage attendant. Yours is one of 700 comfortable rooms—each with bath and shower, running ice water, full length mirror and bed head reading lamp. You're the ready successful to the center of Baltimore's business and social more's business and social more is business and social more in any of four distinct restaurants—and the rate—from \$3.00 single.



Credit Insurance **Developments Eyed**

(CONTINUED FROM PAGE 29)

surance salesmen and finance companies. There have been understandings by which each undertakes to help the other, but if the finance company owns the credit insurance company, the profit from both the financing operation and the insurance will be consolidated.

Had C. I. T. acquired the National

Surety, that financing company could have used the bonding facilities of the National Surety to very good advantage. When a finance company lends money on accounts receivable and the borrower handles the collections, the finance company insists that the borrower be bonded pany insists that the borrower be bonded to guarantee that the collections will be turned over promptly to the finance company. Such bonds required by C. I. T. could have been issued in National

Collateral Benefit Rider

A credit insurance company in issuing a policy covering excessive bad debt loss issues a collateral benefit endorsement in favor of the finance company, if the insured is borrowing money on accounts receivable.

accounts receivable.

The volume of credit insurance written in 1935 was about the same as in 1934. Credit insurance people observe that the volume of business depends upon expansion in industry. During depression periods, those extending credit get in ship shape position, scrutinize borrowers with exceptional care and hold down their credit lines. In periods of expansion, however, more periods of expansion, however, more liberal credit is extended under open accounts by manufacturers and jobbers and more liability exists. The manu-facturer or wholesaler becomes interested in credit insurance where he has big accounts with single customers. He recognizes the potential loss to him if a single customer should go bad.

Problem of Credit Manager

One of the big problems of the man selling credit insurance is the feeling on the part of the credit manager of a concern that the idea of carrying credit insurance is somehow a reflection on his ability. Suppose the credit insurnis ability. Suppose the credit insurance salesman calls on the president of a concern and presents the proposal to him. The president may be favorably inclined and then he will call in the credit manager. Immediately, the credit manager is likely to feel that the president has become interested in credit insurance because he questions the ability. surance because he questions the ability of the credit manager to select his risks. The credit manager becomes antagonistic and non-cooperative and a sale is

Suppose the credit insurance man first approaches the credit manager of a conapproaches the credit manager of a con-cern. The credit manager may become convinced that credit insurance has value and he would like his firm to carry it. But the credit manager fears to present the proposal to his president because of the difficulty of doing so without causing the president to think that the credit manager has let conthat the credit manager has lost confidence in his own ability to hold down credit losses.

Another problem is to cause the head Another problem is to cause the head of a concern to divulge the necessary information to ascertain the desirability of the risk and the rate to be charged. When the credit insurance proposal is presented to the head of a concern, he immediately wants to know the cost. Then the agent must explain the necessity of getting complete information. The prospect is likely to shy away when he learns the extent of the information that is required. However, agood salesman can overcome that obgood salesman can overcome that objection by pointing out that the prospect permits fire insurance inspectors to investigate every niche and cranny in his plant, he permits the workmen's compensation carrier to make every investigation at a

Credit insurance men say that any

Auto Deaths Decrease 5.14 Percent First Two Months

According to statistics just issued by the Aetna Casualty, automobile fatalities during the first two months of 1936 to-taled 1,698, compared with 1,790 for the same period last year, a decrease of 5.14 percent. The report covered 28 states.

South Dakota showed the greatest reduction in fatalities, dropping from 22 in

1935 to six for the corresponding period this year, decrease 72.2 percent. Idaho was second with a reduction of 39.2 percent, with the following states showing sizable decreases: North Carolina, 27.5

sizable decreases: North Carolina, 27.5 percent; Rhode Island, 25 percent; Iowa, 24.6 percent; New Hampshire, 23 percent, and Maine, 20 percent.

No changes occurred in the four states of South Carolina, Arizona, Utah and Vermont. Montana showed the greatest increase, going from seven fatalities in the first two months of 1935 to 11 in the corresponding period of 1936, a gain of 57.1 percent. Washington was next with an increase of 27.5 percent, and the with an increase of 27.5 percent, and the following states showing corresponding increases: Massachusetts, 23.4 percent; Oregon, 10 percent; Maryland, 6 percent, and Connecticut, 4.6 percent.

F. & C. ISSUES WARNING

Another deadly season of upturn has begun in the cycle of automobile fatali-ties, according to warnings issued by the Fidelity & Casualty. Six years' records show increased death tolls starting in March, and continuing almost steadily through each month into autumn. Drivers are urged to exercise unusual care in a nationwide effort to break the trend this year.

Although the cause has never been Although the cause has never been satisfactorily explained, motor deaths are at their ebb in February and reach their peak in October, the company points out. Partial explanations of the low February toll, of course, may be found in the shortness of the month, and in bad weather and road conditions which bad weather and road conditions which reduce the total amount of driving, Al-though these conditions would naturally tend to cause more accidents per mile, it is probable that this tendency is offset in great measure by increased caution of drivers, an attitude which begins to wane, however, immediately with the advent of fine weather.

May Repeal Michigan Law

The report of a special legislative com-The report of a special legislative committee in Michigan, which has been investigating practices in the state petroleum distribution industry, is expected to recommend repeal of the law requiring gasoline wholesalers to carry bonds as guaranty of full payment of the state gasoline tax. This has been a small but fairly profitable line for Michigan agents, total annual premiums for tax bonds total annual premiums for tax bonds last year amounting to \$90,000 with losses only \$500.

Woodhouse Supervising Engineer

NEW YORK, April 1.—Robert J. Woodhouse has been appointed super-vising engineer for the Continental Cas-ualty and National Casualty throughout the eastern territory.

Report on 1935 Experience

Autoist Mutuni, III.—Assets, \$543,679: dec. in assets, \$99,826; unearned prem., \$115,322: loss res., \$30,314; liab. res., \$114,979; surplus, \$208,418. Experience on principal lines:

principa	i imes;		Net Prems.	Paid Losses
Auto fir	e	\$		\$ 7,825
Auto lia	ability .		110,797	147.025
Theft				9,231
Auto pr	op. dama	ge.	53,782	38,516
Auto co	Ilision .		66,066	62,683
Total		9	230,644	\$ 265,380

concern with gross sales of \$50,000 or more each year is a prospect for credit insurance. However, the average gross sales of concerns that carry credit in-surance are well over \$1,000,000. The best prospects, therefore, are the larger manufacturers and wholesalers.

Smrha Sets Maximum Rates for Nebraska Liquor Bonds

LINCOLN, NEB., April 1.—Reductions of from a third to a half in maximum rates that may be charged by surety companies writing bonds for dealers in and handlers of licensed liquors were ordered by Director Smrha.
They will be applicable to all bonds submitted with licenses issued by the state liquor control commission effective on liquor control commission effective on and after May 1. Because of the time-consuming routine necessary to secure renewals of licenses expiring as of that date, most of the applicants have bought bonds at the old rates, but Mr. Smrhasys that these bonds will be null and void unless they carry the new rates and are so stamped.

It was ordered that within ten days after March 31, the date of the order.

after March 31, the date of the order, all companies operating in the state authorized to write such bonds must file with the department a statement in writing agreeing to effect the bonds at the premium fixed, or not agreeing to do so. Not until after that date will any further action be taken on the application for a license made by the Beverage Dispensers Mutual Assessment Insurance Associa-tion of Omaha, of which Roy LaRue is president and Fred Parker secretary.

Unable to Get Concessions

Mr. Smrha said he had been unable to Mr. Smrha said he had been unable to get any rate concessions or suggestions from agents or companies, the latter apparently preferring to use rates of the Towner bureau of New York City. He had correspondence from that bureau during the last six weeks calling attention to former reductions but giving no data upon which such rates were based. data upon which such rates were based. When notified the department believed rates were excessive and steps would be taken to relieve the situation, the bureau responded that because of the newness of the business it would be necessary to accumulate favorable experience over a period of years.

He anticipates that legal action to prevent the new rate schedule from becom-ing effective would be taken by com-panies on the ground the rates are confiscatory and inadequate, but he does not expect any challenge to his power to promulgate rates under the circumstances.

Liquor bonds written during the past year aggregated \$8,700,000, which yielded a premium income of approximately \$130,000. No losses have yet been in-

\$130,000. No losses have yet been incurred.

Mr. Smrha finds that no liability is in effect until payment of a penalty is judicially ordered; that unless the penalty imposed by a court is not collectible from the principal no liability rests upon the surety; that the limit of the penalty is \$500, and that the surety reserves the right to be relieved of obligations of the bond by giving required notice. The schedule of rates is per \$1,000, save for non-beverage alcohol user, which is \$5 for \$200. The rates are: rates are:

Class of Bonds	Beer	Liquo	Beer	Liquo	Beer	Liquo
	Ami	. Bond	O	ld	Rate	Fixed
1. Mfrs	0 000	10 000	3.5	1.5	10.00	10.00
3. Warehse						
2. Distrib						
4. R.R. Transp. 5. 1 Truck		10,000		10		10.00
Transp		3,000		10		10.00
6. 2-3 Truck Transp		5 000		10		10.00
7. Over 3 Truck		5,000		10		10.00
Transp		10,000		10		10.00
8. R. R. Licen.			10	10	7.50	7.50
9. Ret. Liquors						
a. On sale	2.000	2.000	15	15	7.50	7.50
b. Off sale	2,000	2,000	15	15	7.50	7.50
c. Off and						
sale	2,000	2,000	15	15	7.50	7.50
10. Retail Beer						
a. On sale	2.000	2.000	15	15	7.50	7.50
b. Off sale	2,000	2,000	15	15	7.50	7.50
c. Off and		-,		-		
sale	2.000	2.000	15	15	7.50	7.50
11. Non-Bever-		-,				
age Alcohol						
User						
a. Class I		200		5		5.00
b. Class II		500		10		7.50
c. Class III.		1.000				
d. Class IV.		5,000				
e. Class V		10,000				

Berg Bill Hit at Hearing in Albany

(CONTINUED FROM PAGE 29)

danger that drivers who do not believe in insurance would become more care-less when they have been compelled to buy coverage.

Mr. Gleason told of a newspaper poll in New Bedford, Mass., in which the vote was five to one in favor of repealing the compulsory law, despite the fact that New Bedford is in the second lowest rate territory in the state. He predicted that when voters have an opportunity the predicted that when voters have a predicted that whe

dicted that when voters have an opportunity to express themselves next fall on the repeal of the law, a strong opposition would be regarded by legislators as a mandate to repeal it.

H. T. Perkins, secretary Motorists' Association of Rochester, N. Y., appeared against the Berg bill. This opposition is viewed with heightened interest by insurance men since last fall, when motorists' associations in Erie and when motorists' associations in Erie and Monroe counties took a militant hand Monroe counties took a militant hand in the election of members of the assembly and were instrumental in bringing about the defeat of four assemblymen who had voted for the state gasoline tax at the previous legislative session. Because of this, the assembly has already voted a one-cent reduction in the gas tax which, if passed by the senate gas tax, which, if passed by the senate and approved by the governor, will save New York state motorists about \$15,-000,000 a year.

Favors Berg Bill

Motor Vehicle Commissioner C. A. Harnett of New York was the princi-pal speaker in favor of the bill. He said pat speaker in favor of the bill. He said its aim is not to penalize the bad drivers, as they should be ruled off the roads. Against assertions that the Massachu-setts law had increased accidents, he

Against assertions that the Massachusetts law had increased accidents, he said that 133 fewer persons were killed in that state in 1935 than in 1934 and that injuries had dropped from 53,000 to 48,000. He said he did not believe in the state being in the insurance business "where private business can carry on the job honestly and fairly. I think the main fear of the companies is against regulation by the state and the bugaboo of a state fund."

Others who appeared in opposition included H. G. Bragg, general manager Automobile Merchants' Association; William Gottlieb, Automobile Club of Greater New York; Arthur Arnow, General Brokers Association of Greater New York; B. M. Harris, executive secretary Insurance Brokers Association of New York; S. D. Rosan, Independent Brokers Association; T. W. Buckley, Bronx Insurance Brokers' Association; W. F. Stanz, Brooklyn Fire Agents Association; Charles Tuke, New York State Grange; Thomas Sharp, New York State Association of Local Agents; Oscar J. Brown, American Motorists.

Home State Figures Given

The Indiana Insurance Company returns for its home state were unintentionally omitted from the Indiana table last week. Its Indiana figures are as

	Prems.	Losses
Auto fire\$	37,414	\$ 7,185
Auto theft	37,499	20,049
uto wind	5,863	575
Auto liability	184,142	89,871
argo	382	353
Bonds	2,547	
Plate glass	9,518	4,931
auto prop. damage.	93,311	38,001
Auto collision	139,890	92,497
Fire	69,713	19,337
Tornado	18,715	4,644
Totals	598.994	3 277,443

Frank W. Chase, 51, head of the accounting and statistical department of the Massachusetts Bonding, dropped dead of cerebral thrombosis at his home in Burlington, Mass. He had been con-nected with the Massachusetts Bonding since April, 1928, and was previously with the Federal Reserve Bank and the Producers Dairy System of Nashua, N. H. He was a native of Deerfield, N. H.

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Everyone who buys any kind of an insurance policy nearly always talks to some agent or broker about it, either before or after the purchase. As a consequence, the opinion voiced by the agent counts very heavily in every insurance transaction; more than some companies seem to realize.

In this country the agent is the point of contact with the public. The average man usually refers to his insurance agent by saying, "My insurance man" or "he handles all of my insurance matters". In spite of all the talk about competition, it remains a fact that nearly all buyers of insurance (including life) make their purchases from a man instead of a company. In almost all instances, they do not know the name of the company in which they have insured, until the policy has been issued.

There is thus a link between the company and the public which is provided by the insurance journal. A company must be well and favorably known in the insurance world because it is the opinion held of a company in the insurance field that largely determines its success and the ease with which an agent may write business for it.

No company should forget that the agent controls the situation. Advertising to the public direct and not advertising to the agent through insurance journals is putting the cart before the horse. Advertise to the agent FIRST. He will either sell you to the public or he won't, depending upon how well known your company may be to him.

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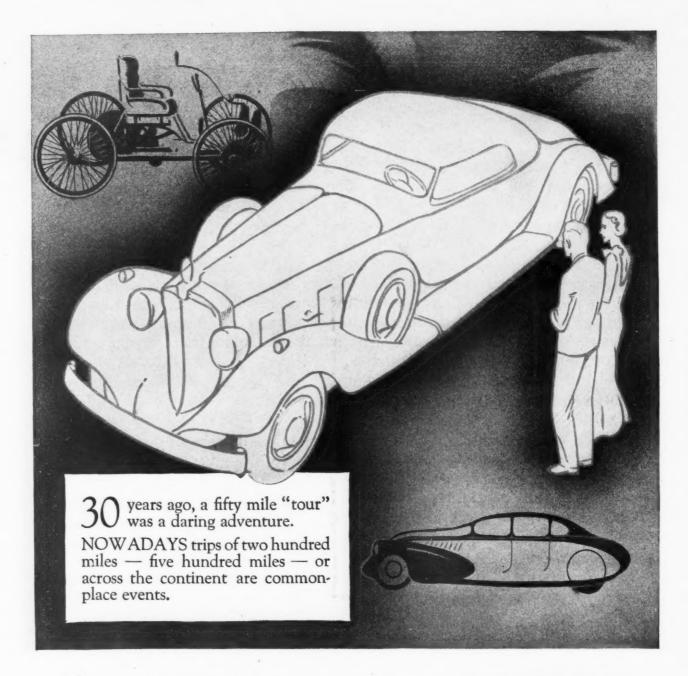
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